

# AVBUYER<sup>TM</sup>

Volume 23 Issue 12 2019

ACTIONABLE INTELLIGENCE FOR BUSINESS AVIATION



**NEW YEAR.  
NEW OPPORTUNITIES.  
NEW FALCON.**

See pages 2 and 3 for further details



## **THIS MONTH**

Cessna Grand Caravan EX vs  
Quest Kodiak 100

Buying a Jet? Understand  
the Advert Abbreviations

When Does Financing an  
Aircraft Make Sense?

[www.AVBUYER.com](http://www.AVBUYER.com)

# THE BEST JETS FROM THE PEOPLE WHO KNOW THEM BEST.



## FALCON 7X

**2016 – S/N 266**  
1,183 hrs. / 436 cycles

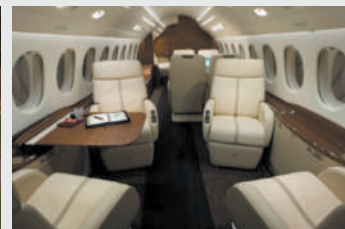
- Mint classical 14 passenger configuration without crew-rest
- EASA part CAT and 2020 mandates compliant
- Engines on ESP Platinum, APU on MSP gold
- EASyll: LPV, ADS-B out, SVS, CPDLC ATN-B1, CPDLC FANS 1A+
- MSC 7120 Satcom with Wi-Fi in cabin
- HUD, EVS, dual EFB's , External camera, Aft vacuum toilets



## FALCON 7X

**2012 – S/N 163**  
3,814 hrs. / 1,527 cycles

- Classical 14 seats -12 pax- BMW configuration without crew-rest
- EASA part CAT and 2020 mandates compliant
- Engines on ESP Gold, APU on MSP gold
- Under falconCare
- EASyll: ADS-B out, SVS, CPDLC ATN-B1, CPDLC FANS 1A+
- MSC 7120 Satcom with Wi-Fi in cabin
- 3FMS; 3IRS, 3VHF, HUD, dual EFB's



## FALCON 2000

**2004 – S/N 208**  
6,434 hrs. / 4,046 cycles

- 10 passengers
- EASA / EU-OPS1 compliant
- 2 FMS, 2 IRS, 2 VHF, Satcom Jetsat Aero I
- Engines on CSP Gold and APU on MSP Gold
- 1C due in March 2022



**Falcon Pre-Owned**





When buying a pre-owned Falcon from Dassault, you're not only investing in a jet that's renowned for versatility, flexibility, and lasting value. You're also making the most of your investment by going to the source. The people whose knowledge and experience will keep your Falcon flying for years to come.

## FALCON 2000LXS

**2015 – S/N 302**

792 hrs. / 549 cycles

- 10 passengers configuration
- EASA part CAT compliant, 2020 mandates compliant
- EASy II: base line, ADS-B Out, LPV, SVS, CPDLC ATN B1 & FANS 1A+
- 2IRS, 2FMS, 3VHF, 2EFB
- MCS 7120 Satcom with Wifi in cabin
- HD vertical Fin Camera
- Engines on ESP Gold, APU on MSP Gold
- Eligible to FalconCare



## FALCON 2000LXS

**2016 – S/N 320**

1,485 hrs. / 907 cycles

- 10 passengers configuration
- EASA part CAT compliant, 2020 mandates compliant
- EASy II: base line, ADS-B Out, LPV, SVS, CPDLC ATN-B1 & FANS 1/A+
- 2 IRS, 2 FMS, 3 VHF, 2 EFB, RAAS
- MCS 7120 Satcom with Wifi in cabin
- Engine on ESP Platinum, APU on MSP Gold
- Eligible to Falconcare



## FALCON 2000LX

**2008 – S/N 140**

3,493 hrs. / 2,371 cycles

- 8 passengers configuration with settee on the credenza
- EASA par CAT compliant, 2020 mandates compliant
- EASy II: base line, LPV, ADS-B Out, CPDLC ATN B1 & FANS1A+
- 2 IRS, 2FMS, 2VHF, 1 RAD ALT
- Iridium RT 300 Satcom
- EMTEQ LED direct& indirect lighting
- Engines on ESP Gold, APU on MSP
- 2C check due march 2020





## Guest Editor's **VIEWPOINT** Bill Dolny

# Managing Risks in an Evolving World

**T**here are many immediate factors to consider when purchasing an aircraft. We encourage clients to think ahead a few months – even years – about how the needs and use for their aircraft may change. Is the profile of the passengers likely to change? Where will they be flying?

Over the past three decades we've seen aircraft fly further, operators explore new markets, and private flight become accessible to more people through charter and membership programs. Unfortunately, we've also seen the risks to aviation and to those who fly evolve.

The challenge to the industry is to enhance its risk mitigation processes and resources without compromising the inherent benefits of private flight, including privacy, convenience, flexibility and quick mobilization. But how can this be done?

As a company that's grown with the private aviation industry, MedAire has also adapted to meet the evolving risks and customer needs. We began with medical kits for aircraft in 1985 before recognizing the need for in-flight medical support. As clients explored new, unfamiliar markets, the need developed for them to access quality medical and travel assistance services around the world.

Threats to aviation have informed the development of our aviation security services. Today, we have the largest database in the industry of the real issues owners, crew and others who fly privately experience both in-flight and on the ground.

This fact-based insight informs the products and services we develop, which is why we promote a holistic approach to travel risk management for the General Aviation community. The approach ensures programs and services are in place for flight departments to reduce risks to their people, their aircraft and their operations, now and in the future.

It is the responsibility of flight departments to protect the aircraft and the people on board. To do so requires having the right information, at the right time, to identify, assess and understand the risks to all itineraries.

### **Anticipating Risks to Aircraft & Operations**

The flight department's evaluation must include risks in and around airfields, threats in a country's airspace, and information on events that could affect flight operations or crew and passenger safety.

The diverse nature and infrastructure of airports and airfields serving Business Aviation makes it a challenge to consistently apply and enforce the desired level of

security systems. Insight into the risks in and around airfields, as well as the security profile of the airfield, can help mitigate exposure to risks.

And while global news and social media are tools that help monitor developments around the world, it's important to be able to put that information into context. A third-party, trusted partner can provide independent, objective analysis to help flight departments understand what's happening – and more importantly what it means to your own operations and people.

### **Anticipating Risks to People**

As we know, at the core of all aviation operations are the people. Resources must be in place to provide crew and travelers the assistance they need, when and wherever they need it.

Your flight department should have a process to identify travelers and crew that may not be fit to fly. And if a medical event does occur in-flight, you'll need to be able to provide the onboard responders with access to immediate, accurate medical advice. Your aircraft needs to be equipped with the resources to diagnose and begin treatment.

Advances in medical teleconsultation services allow for more convenient care for owners and crew on duty travel, minimizing disruption to operations.

Moreover, events of the past few years have demonstrated how quickly destinations that are perceived as safe/low risk can become unsafe within seconds. Hotels, airports and other venues frequented by travelers can be attractive targets for criminals, so it's worth providing travel safety training to your crew.

And if passengers and crew do fall victim to an adverse situation, does your flight department have a plan in place to provide emotional support and mental health services where necessary?

### **It's all in the Planning**

While the realities of the world have changed, what hasn't changed is the value that flying privately provides to businesses, executives, families and the economy. With the right foresight, planning and risk management processes, aircraft owners and operators can continue to fly further, explore new markets, and gain new clients.

Bill Dolny, CEO of MedAire, has more than 20 years' experience within the aviation industry, helping customers enhance their safety, maintain readiness and solve challenging problems. Bill has held a Commercial Instrument Pilot's license since 1993. [More from www.medaire.com](http://www.medaire.com)

## BOMBARDIER GLOBAL 6000

2016 / LOW HOURS

NEW LISTING / PLEASE CALL FOR FURTHER DETAILS



## GULFSTREAM 450

2014 / SN 4300

PRICE REDUCED / USD \$19.95M



## BOMBARDIER CHALLENGER 850

2017 / SN 8111

NEW LISTING / USD \$16.90M



## EMBRAER PHENOM 300

2011 / SN 50500062

PRICE REDUCED / USD \$5.49M



## BOMBARDIER CHALLENGER 300

2012 / SN 20382

PRICE REDUCED / USD \$10.95M



## EMBRAER LINEAGE 1000

2013 / SN 19000362

PRICE REDUCED / USD \$16.75M / BEST BUY ON MARKET!



## DASSAULT FALCON 7X

2014 / SN 251

PRICE REDUCED / USD \$28.40M



## AIRBUS A318 ELITE

2007 / SN 3100

ASKING PRICE / USD \$22.50M



## DASSAULT FALCON 7X

2011 / SN 118

PRICE REDUCED / USD \$22.90M



## AIRBUS A319 VIP

2008 / SN 3542

PRICE REDUCED / USD \$47.00M



## DASSAULT FALCON 900DX EASY

2008 / SN 619

NEW LISTING / USD \$12.90M



## BOEING BBJ 2

2018 / SN 42510

PRICE REDUCED / USD \$75.00M



GLOBALJETMONACO.COM



3D & TECHNICAL DETAILS AVAILABLE HERE

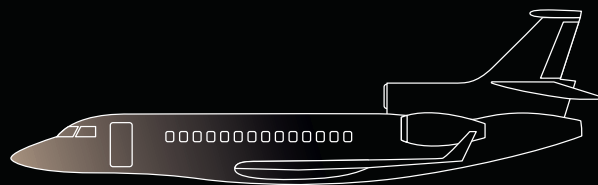


# GLOBAL JET

AIRCRAFTSALES@GLOBALJETMONACO.COM

T +377 97 77 01 04

AIRCRAFT SALES & ACQUISITIONS



# DASSAULT FALCON 7X

2014 / SN 251



AIRFRAME HOURS / 1512  
AIRFRAME CYCLES / 754  
CAPACITY / 16 PAX

Virtually in new condition and low hours

**PRICE REDUCED / USD \$28.40M**

[GLOBALJETMONACO.COM](http://GLOBALJETMONACO.COM)



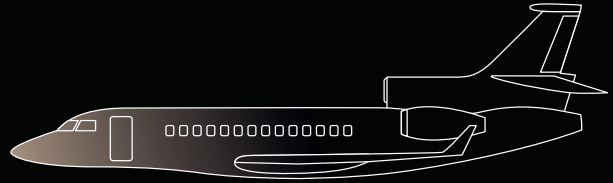
3D & TECHNICAL DETAILS AVAILABLE HERE



GLOBAL JET

[AIRCRAFTSALES@GLOBALJETMONACO.COM](mailto:AIRCRAFTSALES@GLOBALJETMONACO.COM)  
T +377 97 77 01 04

AIRCRAFT SALES & ACQUISITIONS



# DASSAULT FALCON 7X

## 2011 / SN 118



AIRFRAME HOURS / 2028  
AIRFRAME CYCLES / 981  
CAPACITY / 12 PAX

Delivered fresh with a C Check just completed at Dassault

**PRICE REDUCED / USD \$22.90M**

[GLOBALJETMONACO.COM](http://GLOBALJETMONACO.COM)



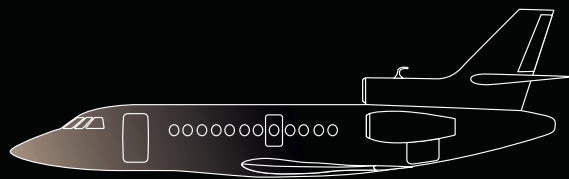
3D & TECHNICAL DETAILS AVAILABLE HERE



GLOBAL JET

[AIRCRAFTSALES@GLOBALJETMONACO.COM](mailto:AIRCRAFTSALES@GLOBALJETMONACO.COM)  
T +377 97 77 01 04

AIRCRAFT SALES & ACQUISITIONS



# DASSAULT FALCON 900DX EASY

2008 / SN 619



AIRFRAME HOURS / 4189  
AIRFRAME CYCLES / 1808  
CAPACITY / 14 PAX

In superb condition and to be delivered with a  
C Check completed

**NEW LISTING / USD \$12.90M**

[GLOBALJETMONACO.COM](http://GLOBALJETMONACO.COM)



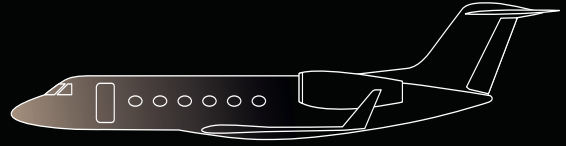
3D & TECHNICAL DETAILS AVAILABLE HERE



GLOBAL JET

AIRCRAFTSALES@GLOBALJETMONACO.COM  
T +377 97 77 01 04

AIRCRAFT SALES & ACQUISITIONS



# GULFSTREAM 450

## 2014 / SN 4300



AIRFRAME HOURS / 950  
AIRFRAME CYCLES / 545  
CAPACITY / 14 PAX

A low hours aircraft in excellent condition

**PRICE REDUCED / USD \$19.95M**

[GLOBALJETMONACO.COM](http://GLOBALJETMONACO.COM)



TECHNICAL DETAILS AVAILABLE HERE



GLOBAL JET

AIRCRAFTSALES@GLOBALJETMONACO.COM  
T +377 97 77 01 04

AIRCRAFT SALES & ACQUISITIONS



# **BOMBARDIER CHALLENGER 300**

2012 / SN 20382



AIRFRAME HOURS / 1200  
AIRFRAME CYCLES / 465  
CAPACITY / 9 PAX

In excellent configuration and low hours

**PRICE REDUCED / USD \$10.95M**

[GLOBALJETMONACO.COM](http://GLOBALJETMONACO.COM)



TECHNICAL DETAILS AVAILABLE HERE



GLOBAL JET

[AIRCRAFTSALES@GLOBALJETMONACO.COM](mailto:AIRCRAFTSALES@GLOBALJETMONACO.COM)  
T +377 97 77 01 04

# AIRCRAFT

FINANCE CORPORATION

**We Hand You the World.**



## **Refinance your Existing Aircraft with 20-Year Term Financing**

Earlier this year, AFC refinanced a Challenger 605 for a Texas business owner. Our client had previously financed the aircraft with one of the “big banks,” with a monthly payment of \$70,169 on a 7-year term. With our 20-year term, his payment became \$29,515 per month, allowing his business to utilize their newfound cash flow. With our 20-year term interest and rates starting at 3.88%, now is a great time to call.



**Martin Ormon**  
President

**AIRCRAFT FINANCE CORPORATION**

800-434-4185 | 949-698-0085

[www.AircraftBanker.com](http://www.AircraftBanker.com)

[info@aircraftbanker.com](mailto:info@aircraftbanker.com)

# Contents

- 4** Guest Editor - Bill Dolney, MedAire
- Market Intelligence**
- 18** Trends and observations from the leading analysts...
- Market Insights**
- 44** Is Now a Good Time to Buy a Helicopter?
- 54** GAMA Q3 Shipment Report Analysis
- Buying & Selling Aircraft**
- 60** Buying a Jet? Understanding the Advert Abbreviations (Pt 1)
- 68** Upsizing Your Jet? Here's How to Manage the Process
- 72** Buying a Jet? Three Tips for Your Pre-Purchase Inspection
- 76** Look Past the Skin of the Jet you Like...
- Advertorial**
- 78** Ten Questions for Gary Strapp, JSSI
- Turboprop Comparision**
- 84** Cessna Grand Caravan EX vs Quest Kodiak 100
- Aircraft Price Guide**
- 92** Turboprop Values
- Aircraft Specifications**
- 98** Turboprop Performance & Specifications Guide
- Finance**
- 102** When Does Financing an Aircraft Make Sense?
- Avionics**
- 106** An Introduction to Flight Data Recorders (Part 2)
- Community News**
- 110** OEM News, Industry Appointments & Upcoming Events
- 121** Products & Services
- 124** Showcases
- 133** Marketplace
- 137** Advertisers Index
- 138** Aircraft for Sale Index

## Next Month

- Aircraft Completions Focus Issue
- Helicopter Comparison: Airbus ACH130
- On-Trend Cabin Wifi Upgrades for 2020

## EDITORIAL

Commissioning Editor  
Matthew Harris  
+44 (0)20 8939 7722  
editorial@avbuyer.com

Editorial Contributor  
(USA Office)  
Dave Higdon  
dave@avbuyer.com

Consulting Editor  
Sean O'Farrell  
+44 (0)20 8255 4000  
sean@avbuyer.com

## ADVERTISING

Lee McLoughlin - Account Director  
US Aircraft & Services Sales  
Freephone from USA:  
+1- 855 425 7638  
lee@avbuyer.com

Matt Chappell - Account Manager  
US & Canada Aircraft & Services Sales  
Freephone from USA:  
+1- 855 425 7638  
MattC@avbuyer.com

Lise Margin - Account Manager  
US Aircraft Sales  
+1- 703 818 1024  
lise@avbuyer.com

Maria Brabec - Account Manager  
EMEA & APAC Aircraft & Services Sales  
+420 604 224 828  
maria@avbuyer.com

UK Head Office  
+44 (0)208 549 9508

## STUDIO/PRODUCTION

Helen Cavalli / Mark Williams  
+44 (0)20 8939 7726  
helen@avbuyer.com  
mark@avbuyer.com

## CIRCULATION

Sue Brennan  
+44 (0)20 8255 4000  
Freephone from USA:  
+1- 855 425 7638  
sue@avbuyer.com

AVBUYER.COM  
Jayne Jackson  
jayne@avbuyer.com

Emma Davey  
emma@avbuyer.com

## MANAGING DIRECTOR

John Brennan  
+44 (0)20 8255 4229  
john@avbuyer.com

## USA OFFICE

1210 West 11th Street,  
Wichita, KS 67203-3517

## EUROPEAN OFFICE

AvBuyer House, 34A High Street,  
Thames Ditton, Surrey  
KT7 0RY, UK  
+44 (0)20 8255 4000  
Freephone from USA:  
+1- 855 425 7638

## PRINTED BY

Fry Communications, Inc.  
800 West Church Road,  
Mechanicsburg, PA 17055



**FREESTREAM**  
AIRCRAFT LIMITED  
*Worldwide Sales, Acquisitions & Services*



**2009 Boeing BBJ** Airframe Total Time: 2,925 Aircraft Total Cycles: 886 cycles



**2006 Gulfstream G550** S/N:5112

Airframe Total Time: 3,860 hrs  
Aircraft Total Cycles: 1588 cycles



**2009 Falcon 7X** S/N: 046

Airframe Total Time: 5,053.7 hrs  
Aircraft Total Cycles: 1,319 cycles



**2018 Gulfstream G650ER** S/N:6286

Airframe Total Time: 245.9 hrs  
Aircraft Total Cycles: 77 cycles



**2011 Gulfstream G550** S/N: 5319

Airframe Total Time: 1756.1 hrs  
Aircraft Total Cycles: 843 cycles

FREESTREAM AIRCRAFT LIMITED

London  
+44 207 584 3800  
sales@freestream.com

FREESTREAM AIRCRAFT (BERMUDA)  
LIMITED

Hamilton, Bermuda  
+441 505 1062  
sales@freestreambermuda.bm

FREESTREAM AIRCRAFT (H.K.)  
LIMITED

Hong Kong  
+852 2724 5620  
info@freestreamhongkong.com

LONDON | HONG KONG | BEIJING | MEXICO | MOSCOW | BERMUDA

[www.freestream.com](http://www.freestream.com)



GLOBAL XRS SN 9391



GLOBAL XRS SN 9310



GULFSTREAM G650 SN 6240



GULFSTREAM G650 SN 6117



GULFSTREAM G550 SN 5371



GULFSTREAM G550 SN 5145



GULFSTREAM G450 SN 4033



GULFSTREAM G350 SN 4086



GULFSTREAM V SN 530



GULFSTREAM G200 SN 66



EMBRAER LEGACY 500 SN 53



CHALLENGER 350 SN 20522



CHALLENGER 300 SN 20249



CHALLENGER 300 SN 20106



CHALLENGER 300 SN 20102



CHALLENGER 300 SN 20029



CHALLENGER 604 SN 5504



FALCON 8X SN 406



FALCON 7X SN 178



FALCON 2000 SN 98



FALCON 900EX SN 181



FALCON 900EX EASY SN 135



FALCON 900EXY SN 121



FALCON 50 SN 179



FALCON 50EX SN 309



HAWKER 900XP SN HA-65



HAWKER 800XPi SN 258699



HAWKER 800XP SN 258578



LEARJET 75 SN 585



LEARJET 60 SN 178



LEARJET 45XR SN 404



LEARJET 45 SN 104



CITATION SOVEREIGN+ SN 508



CITATION SOVEREIGN SN 315



CITATION X SN 161



CITATION XLS SN 5632

# Do You Know What We Know?

**Buy, Sell & Trade** Business Aircraft, backed by **Actionable Intelligence**



# Business Aviation Market Overview

Business Aviation analyst Rollie Vincent takes stock of the marketplace as 2020 looms large on the horizon. How should those in the market for a business aircraft be playing their cards right now?

**D**estructive weather patterns. Divisive political rhetoric. Divergent market indicators. The state of the Business Aviation market never ceases to be a study in complexity. Behavioural patterns that might have made sense and been predictable are today more nuanced and context-specific...

For buyers and sellers of high-dollar assets such as business aircraft, the stakes at year-end have been upped, and the game table set for players who know the lay of the land and can act decisively to seize opportunities and win.

Business aircraft transaction professionals are facing a very different landscape than they were just 12-18 months ago. While the rules are still basically the same, times have changed, and a new set of cards have been dealt. Some around the table are well prepared having seen something resembling this before. Others seem obviously less so.

As with any deadline, decision time is looming: Are they "all in"? Ready to cash out? Or about to fold? As California burns, Hong Kong riots, Venice floods, and Washington and Westminster fume, the world manages to turn.

## A Divergent Market

If there is one term that defines today's Business Aviation market, 'divergent' probably fits as well as any. According to the good and studious folks at Cambridge Dictionary, the term typically refers to pathways or directions that are, well, different.

Divergent interests, approaches, inquiries and initiatives invariably attract different followings, convictions, momentum and rates of progress. While that might seem straightforward enough, what has always and ultimately worked in the past – mutual collaboration, joint actions, common objectives – have taken backstage to headlines touting the extremes.

While these may make for eye-catching headlines, at the end of the day even a simple DNA analysis would indicate that we are all about 99.9% the same, living together with minimal differences and without a Planet B.

Forces outside the day-to-day world of Business Aviation flight operations - macroeconomics, geopolitics, climate change, the Internet of Things – are undeniably changing the way business aircraft markets operate. The good news is that



With 35+ years in the aviation industry, Rolland Vincent, president, Rolland Vincent Associates (RVA) has served as a trusted consultant at Textron, Bombardier and ICAO in various roles in strategy, marketing, business development, aviation economics and aviation statistics. Identifying a need for enhanced insights into the state of the business aviation marketplace, Rolland Vincent Associates partnered with JETNET in 2010 to create JETNET iQ. Mr Vincent is chair of the Transportation Research Board's Standing Committee on Light Commercial and General Aviation, and is president, RVA, a consultancy focused on aviation market research, strategy, and forecasting. Contact him via [rvincent@rollandvincent.com](mailto:rvincent@rollandvincent.com)



many of these extraneous factors are simply doing what they have always done, but in different ways, with divergent outcomes. They're shaping the way we live, play, work, travel and plan.

What continues to change is the rate of acceleration at which events pop onto our individual and collective radar screens, each seemingly vying for attention and mindshare in a world that contrasts substantially with the one that our parents knew.

Business Aviation leadership in times like these is not for the uninformed and unprepared – we believe that the key is to sift through the distracting noises and visual information overload to focus on the vital few indicators that clarify and illuminate the pathway ahead.

On the one hand flat flight operations; increasing levels of pre-owned inventory for sale; an aging fleet with diminished market value; and an ADS-B Out regulatory compliance deadline in the one key country market that accounts for >60% of the world business jet fleet.

On the other hand, sparkling new aircraft and service offerings with got-to-have features and technologies that are tempting (to say the least) as the customer continues to find themselves exactly where they should be – at the industry's center of attention.

### The 'Haves' and 'Have Less'

While the business aircraft OEMs enjoy better times, with a long-awaited firm order uptick that is refilling contractual backlogs and providing much-needed momentum, the fortunes of those who have and those who have less appear

to be increasingly divergent.

The latest JETNET iQ forecast of demand for the next ten years suggests that there will be ~7,100 new business jets delivered over the 2019-2028 period, at an average list price value of \$32m each (i.e. something that looks a lot like a shiny new Falcon 2000 or Challenger 650).

This is a far cry from when our parents' generation was buying and selling aircraft (even 20 years ago). Back then, the typical new business jet commanded a price much closer to \$10m and looked conspicuously more like a Mid-size Jet than today's Large Cabin beauties.

The market has clearly changed – with OEMs and those individuals and organizations who could afford the table stakes collectively upping the ante – as larger and more capable business jets enter service.

Buyers of earlier-generation aircraft, whether still in production or not, can truly leverage their dealt hand and leave the table with good deals, especially if they are not expecting to fly halfway across the world non-stop.

There continue to be some amazing opportunities in the marketplace but finding the right aircraft and ensuring all the complexities of the various contract details are managed well are roles best managed by business aircraft transaction specialists.

In a world of divergent energies, alternative interpretations of information and heightened uncertainty there has perhaps never been a more important time to work with a trusted aircraft dealer/broker. They are best placed to provide just the right insights and intelligence that these deals demand.

For those taking a bigger picture view of the environment – investors, financiers, and market-makers – the time to play an ace or two is fast approaching.

With macroeconomic storm clouds looming and business sentiment diminishing, a market and weather update – and a tightening of the seat belt – sound like good ideas, regardless of whether you command the front or back office of the aircraft.

MI [www.navigating360.com](http://www.navigating360.com)

➔ page 22



# The smoothest connection to your next aircraft.

A passionate team of aviation experts, our strategic approach and action-oriented thinking have made us the global leader for aircraft sales and ownership services. With our worldwide network and inventory, industry connections and regional presence, we are the difference between getting an aircraft... and getting *your* aircraft.



**2010 BOMBARDIER CHALLENGER 850**  
S/N 8065

- 6,091 Hours; 2,477 Landings
- Engines on GE OnPoint
- Fresh 96-MTH and Refurbishment



**2010 BOMBARDIER GLOBAL 5000** S/N 9353

- 3,101 Hours; 1,347 Landings
- Airframe and APU on Programs
- Batch 3 w/ FANS 1/A+ & TCAS 7.1



**2012 BOMBARDIER CHALLENGER 300**  
S/N 20334

- 4,286 Hours; 1,835 Landings
- One Owner Since New
- 10-Passenger Configuration



**2012 BOMBARDIER GLOBAL 5000** S/N 9449

- 1,822 Hours; 1,092 Landings
- Engines & APU Enrolled on JSSI
- Crew Force Measurement System



**2009 BOMBARDIER CHALLENGER 605**  
S/N 5783

- 6,152 Hours; 2,147 Landings
- 12 Passenger Interior
- Delivered with Program Enrollment



**2013 BOMBARDIER GLOBAL 5000** S/N 9504

- 1,946 Hours; 521 Landings
- One Owner Since New
- Excellent Condition



**2013 BOMBARDIER CHALLENGER 605**  
S/N 5899

- 1,571 Hours; 883 Cycles
- New Paint
- Gorgeous 12 Passenger Updated Interior



**2003 BOMBARDIER GLOBAL EXPRESS** S/N 9118

- 5,260 Hours; 2,560 Landings
- Enrolled on Smart Parts
- Batch 3 w/ ADS-B Out and FANS 1/A

# AIRCRAFT INVENTORY



## 2008 BOMBARDIER GLOBAL XRS S/N 9274

- 4,154 Hours; 1,228 Landings
- Recently Completed 8C Inspection
- Fresh Paint + Refurbished Interior



## 2019 EMBRAER LEGACY 500 S/N 55000043

- Delivery Time & Cycles
- Rockwell Collins Pro Line Fusion
- Digital Flight Controls



## 2004 BOMBARDIER LEARJET 60 S/N 272

- 2,786 Hours; 2,046 Landings
- Engines Enrolled on ESP Gold
- 8 Passenger Interior w/ Belted Lav



## 2008 PILATUS PC-12 S/N 1042

- 2,707 Hours; 2,391 Landings
- One Owner Since New
- Always Hangared



## 2010 CESSNA CITATION CJ4 S/N 525C-0009

- 1,989 Hours; 1,368 Landings
- 96 Month Completed in July 2018
- Fully Programmed



## 2008 HAWKER 900XP S/N HA-0001

- 3,313.7 Hours; 1,771 Landings
- Engines & APU Enrolled on MSP
- ADS-B Out Compliant



## 2013 CESSNA GRAND CARAVAN EX S/N 208B5030

- 553 Hours; 606 Landings
- Wipline 8750 Amphibious Floats
- Single Point Fueling System



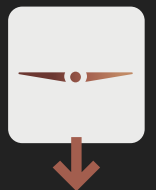
## 2012 DASSAULT FALCON 7X S/N 135

- 3,446 Hours; 880 Landings
- Fully Enrolled on Programs
- 8 Passenger with Crew Rest & Shower

## ALSO AVAILABLE

2003 BEECHCRAFT PREMIER I  
1994 KING AIR C90B  
2015 BOEING 787-9  
2017 CHALLENGER 350  
2009 CHALLENGER 605  
2016 CHALLENGER 650  
2018 GLOBAL 5000  
2016 GLOBAL 6000  
2011 GLOBAL XRS  
2003 CITATION CJ2  
2014 CITATION X+  
2010 FALCON 7X  
2006 HAWKER 800XPI  
2014 G550  
2018 LEGACY 500

## DOWNLOAD OUR JETCRAFT APP



Search aircraft listings  
Sort by manufacturer  
Listing brochures  
Recent Jetcraft news  
View upcoming events

## Flight Activity - North America

In North America, Year-over-Year (YoY) flight activity recorded a slight 0.5% increase for October 2019, compared to October 2018. Moreover, a 6.8% increase was recorded in October, compared to September 2019 according to ARGUS TRAQPak...

By operational category YoY results were mostly in negative numbers during October. Fractional activity was the exception to the rule, posting the only increase.

In contrast, the results by aircraft category were mostly positive. Light Jets posted the largest increase compared to October 2018, and Mid-size Jets weren't far behind. Turboprop activity recorded the only yearly decrease.

### OCTOBER 2019 vs OCTOBER 2018

North America Flight Activity

	PART 91	PART 135	FRACTIONAL	ALL
TURBOPROP	- 3.3 %	- 0.7 %	- 9.5 %	- 2.4 %
LIGHT JET	3.7 %	0.9 %	1.4 %	2.5 %
MID-SIZE JET	- 0.4 %	- 1.4 %	10.8 %	2.0 %
LARGE CABIN JET	2.1 %	2.0 %	- 13.3 %	0.8 %
ALL	0.0 %	- 0.1 %	4.4 %	0.5 %

### Month-over-Month Activity Trends

October's Business Aviation flight activity posted the expected Month-over-Month (MoM) increase over September 2019. Results by operational category were all positive, with Part 135 and Part 91 flight activity posting the largest monthly increases.

The aircraft categories were all positive, for the period, with Mid-size Jets posting the largest increase.

### OCTOBER 2019 vs SEPTEMBER 2019

North America Flight Activity

	PART 91	PART 135	FRACTIONAL	ALL
TURBOPROP	4.5 %	3.8 %	- 4.3 %	3.9 %
LIGHT JET	7.5 %	8.8 %	4.7 %	7.5 %
MID-SIZE JET	10.0 %	9.3 %	7.7 %	9.2 %
LARGE CABIN JET	6.9 %	7.3 %	14.0 %	7.6 %
ALL	6.9 %	6.9 %	6.5 %	6.8 %

### November Forecast

TRAQPak analysts estimate there will be a nominal 0.1% increase in overall flight activity YoY in November 2019.

MI [www.argus.aero](http://www.argus.aero)

## Flight Activity – Europe

According to WingX Advance, in October 2019 there were 74,420 Business Aviation departures in Europe, which was essentially flat compared to October 2018. The rolling 12-month trend for Europe was down 1.4%.

In these latest results, business jet AOC activity was up for the first time in 2019, though private flight activity declined 5% YoY. Overall Business Aviation flying was up in France during October (boosted by turboprop activity), but that contrasted with declines in other major markets – most notably a 6% drop in activity out of the UK, and a 5% decline in Germany (where Large Jet activity fell 6%).

Nevertheless, Germany did register an increase in charter activity.

"October's flight activity shows some stabilization in demand after several months of decline," says Richard Koe, managing director, WingX. "Heavy and Super Mid-size aircraft are flying more, especially in the fractional and charter fleets."

"This reflects a raft of new aircraft models coming into the market in the last 18 months; notably the Cessna Citation Latitude and new Bombardier Global jets," he added.

"Clearly there is still volatility in the market, with big dips in activity in key hubs such as London and Paris during October. Overall, Business Aviation is on track to lose around 2% activity in 2019 versus 2018."

MI [www.wingx-advance.com](http://www.wingx-advance.com)

➞ page 26





# EAGLE AVIATION

+1 803.822.5520

SALES@EAGLE-AVIATION.COM

EAGLE-AVIATION.COM

2861 AVIATION WAY

COLUMBIA METRO AIRPORT (KCAE)

WEST COLUMBIA SC 29170 USA



2001 CITATION X • 750-0160



1997 CITATIONJET • 525-0218



1997 CITATIONJET • 525-0192



1992 KING AIR C90B • LJ-1314



1982 KING AIR B200 • BB-1036



2011 CIRRUS SR22T TURBO X EDITION • 0097



1981 CESSNA 340A RAM VI • 340A1204



1998 PIPER SENECA V • 3449057



2001 CESSNA TURBO 206H • T20608273



2002 CESSNA 182T • 18281086

FEATURED EXCLUSIVELY BY AVJET GLOBAL SALES

# 2019 GULFSTREAM G650ER



One U.S. Owner Since New, Delivery Time Only, Transferrable Manufacturers Warranties, Engines Enrolled on Rolls Royce Corporate Care, ADS-B Out V2, Jet ConneXd (Ka-Band) High-Speed Data System  
S/N 6371



THE GLOBAL LEADER IN LARGE CABIN AIRCRAFT SALES



LOS ANGELES  
MARC J. FOULKROD  
+1 (818) 480-9964

SALES | ACQUISITIONS | CONSULTING  
AVJETGLOBAL.COM

WASHINGTON D.C.  
ANDREW C. BRADLEY  
+1 (410) 626-6162

EXCLUSIVELY OFFERED BY AVJET GLOBAL SALES

# PREMIUM AIRCRAFT FOR SALE



**2007 Gulfstream G150 SN 240**



**2009 Gulfstream G550 SN 5204**



**2006 Gulfstream G450 SN 4049**



**2016 Global 6000 SN 9744**



**2009 Challenger 605 SN 5769**



**2000 Boeing 757 SN 29306**



LOS ANGELES  
MARC J. FOULKROD  
+1 (818) 480-9964

SALES | ACQUISITIONS | CONSULTING  
AVJETGLOBAL.COM

WASHINGTON D.C.  
ANDREW C. BRADLEY  
+1 (410) 626-6162

# JETNET Q3 2019 Used Aircraft Market Update

JETNET released details of pre-owned business jet, turboprop, piston, helicopter, and commercial airliner sales for January-September 2019. In total, there were 6,402 used aircraft sold, a decrease of 954 compared with the same timeframe in 2018. With 13% fewer sale transactions overall, compared to 2018, the piston helicopter market was the only one to show an increase, gaining four (0.6%) more used helicopter transactions.

Fleet for sale percentages for all market sectors except for business jets and piston helicopters were down in the September comparisons, increasing 1.5% (131 aircraft overall). Business jets showed the largest increase in percentage for sale compared to the other markets, up to 9.8% compared with 8.9% in September 2018.

Business jets are also showing a decrease (-16.9%) in pre-owned sale transactions, including leases, YTD (January-September) in 2019 compared to the same period in 2018. However, those transactions are taking nine fewer days to sell at 276 days on average.

SEPTEMBER 2019	BUSINESS AIRCRAFT			HELICOPTERS		COMMERCIAL AIRLINERS		TOTAL
	JET	TURBO	PISTON	TURBINE	PISTON	JET	TURBO	ALL
IN-OPERATION FLEET	22,241	15,676	5,878	22,590	9,847	29,383	7,624	113,239
FOR SALE	2,187	1,051	659	1,228	526	274	338	6,263
% FLEET FOR SALE 2019	9.8%	6.7%	11.2%	5.4%	5.3%	0.9%	4.4%	5.5%
% FLEET FOR SALE 2018	8.9%	6.8%	10.5%	5.7%	5.7%	1.1%	5.1%	5.5%
CHANGE - % FOR SALE	0.9%	-0.1%	0.7%	-0.3%	-0.4%	-0.2%	-0.7%	0.0%

## JANUARY - SEPTEMBER 2019

FULL SALE TRANSACTIONS	1,725	939	383	1,093	682	1,308	272	6,402
AVERAGE DAYS ON MARKET	276	291	317	546	335	527	486	397

## YTD, JANUARY - SEPTEMBER 2019 vs 2018

% CHANGE - SALE TRANSACTIONS	-16.9%	-12.2%	-19.9%	-9.7%	0.6%	-11.5%	-25.3%	-13.0%
DIFFERENCES - SALE TRANSACTIONS	-352	-131	-95	-118	4	-170	-92	-954
CHANGE - AVG DAYS ON MARKET	-9	1	28	44	31	-52	-6	5

Source: JETNET; Full-Sale Transactions and Leases

The average days on the market for business turboprops increased by one day compared to last year as well, while sale transactions declined by 12.2%. And turbine helicopters

showed a decrease of 9.7% in YTD sales transactions, whereas piston helicopters saw an increase of 0.6%.

MI [www.jetnet.com](http://www.jetnet.com)

## Duncan Aviation: Shift in Focus From ADS-B Upgrades

In early November (with only nine weeks remaining until the FAA's mandate deadline for aircraft to upgrade to ADS-B), Duncan Aviation noted a shift away to other upgrade types on other avionics equipment...

According to Bill Gunter, Oxford, Connecticut-based Duncan Aviation satellite avionics manager, most customers in the Oxford area have already upgraded, and Gunter had just one more ADS-B upgrade scheduled before the January 1, 2020 deadline (at the time of reporting).

Instead, he's been fielding questions and preparing quotes for equipment that's facing obsolescence.

"Some of our Gulfstream GIV customers are asking us about the Honeywell Service Bulletin for the Honeywell Laseref, the Inertial Reference Unit (IRU) system," Gunter shares. "They're interested in upgrading to the Laseref IV

because the previous versions are facing obsolescence."

Duncan Aviation's US East Coast regional avionics manager Michael Kussatz knows there are still hundreds of aircraft throughout the US that need to be upgraded to ADS-B but has seen a similar shift in quote requests.

"Customers who have already brought their aircraft into compliance with the ADS-B mandate are requesting quotes for connectivity, such as the Gogo AVANCE L5 and L3," says Kussatz.

"We're also encouraging customers who are dealing with the obsolescence of their Honeywell Laseref II or III to take advantage of the financial incentives Honeywell is offering on upgrades to the Laseref IV, now through the end of 2019."

MI [www.duncanaviation.com](http://www.duncanaviation.com)

➔ page 30

Make More Informed Buying Decisions - with **AVBUYER**

## 2007 Falcon 2000EX EASy II

S/N: N331HA

Reg: 117

5,456 hours since new

Engines enrolled on ESP Gold,

APU enrolled on MSP Gold

Next Gen Avionics FANS 1/A,

CPDLC, ADSB-Out, TCAS 7.1

Interior Refurb and 2C Inspection  
completed March 2019

Asking \$10,750,000

## Unique in Experience, Global in Scope.

### 2008 King Air 350

S/N: FL-580. Reg: C-GCEU

Asking: \$2,950,000

2,646.6 hours since new

ADS-B (V2) Out

Synthetic Vision System

Engines enrolled on ESP, Avionics  
enrolled on CASP



### 2007 Learjet 45XR

S/N: 45-346. Reg: N385MH

Asking Price: \$2,795,000

9,046.54 hours since new

Engines and APU enrolled on MSP

Next Gen Avionics ADSB-Out, TCAS 7.1

Delivered with recent A - D Inspections

Paint and Interior Refurbished in 2016



### 2017 Gulfstream G280

S/N: 2107. Reg: N280FR

472.1 Hours since New

Engines Enrolled on MSP

Planeview280 Cockpit

FANS / CPDLC / ADSB Out

Aircraft will be delivered with Fresh

Gulfstream ARCS Pre-Buy

Aircraft will be delivered with Paint

Stripes from Steven Aviation



  
**HATT & ASSOCIATES**  
GLOBAL AVIATION SALES

**1-(303) 790-1050**  
**hattaviation.com**

member of  
 **NBAA**

 **IADA**  
ACCREDITED  
DEALER

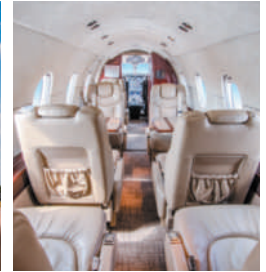
### Hatt & Associates: Global Aviation Sales

Acquisitions Brokerages Consulting Pre-Buy Management Contract/Legal Services  
**Scottsdale | Denver | Breckenridge | Wichita | Dubai | Calgary | Miami**



### 2015 LEARJET 75

- Serial Number: 45-490
- MSP Gold and SPP Parts Program
- EASA and EU Ops Certified
- ADS-B / CPDLC
- Low Time - Only 760 Hours Since New



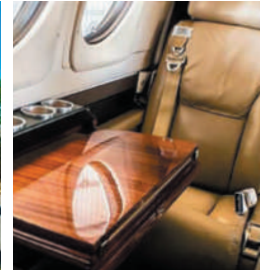
### 2004 HAWKER 400XP

- Serial Number: RK-374
- RVSM and Currently on a FAR 135 Certificate
- Based and Registered in the US Since New
- Interior Carpet and Leather Refurbishment – Jan. 2019
- Always Hangared



### 2007 LEARJET 45XR

- Serial Number: 45-346
- Engines and APU Enrolled on MSP
- Next Gen Avionics: ADSB-Out, TCAS 7.1
- Delivered with Recent A - D Inspections
- Paint and Interior Refurbished - 2016



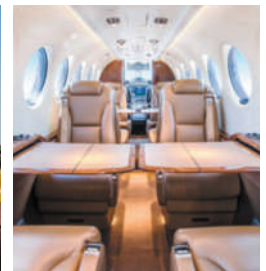
### 2005 KING AIR C90B

- Serial Number: LJ-1753
- Fresh Landing Gear Overhaul- Sept 2019
- Fresh 1-4 Inspection Checks- Sept 2019
- Fresh Propeller Overhaul- Sept 2019



### 2013 GULFSTREAM G280

- Serial Number: 2007
- WAAS / LPV / CPDLC / RVSM / FANS I/A, ADS-B Out
- Engines and Airframe on Programs, Low Hours - 2,070
- Since New, Total Landings 1,004
- Honeywell MSP, Gulfstream Plane Parts
- Gulfstream CMP, Aircell Gogo Biz, Inflight Internet



### 2016 KING AIR 350i

- Serial Number: FL-1040
- ADS-B Out
- Aircell ATG-5000 WIFI
- Low Hours - 911 Since New
- Collins Pro Line Fusion
- Fresh Textron Pre-Buy Assurance Program Inspections

## Your Headquarters for Global Aircraft Sales



### 2007 FALCON 2000EX

- Serial Number: 117
- Engines Enrolled on ESP Gold/ APU Enrolled on MSP Gold
- Next Gen Avionics - FANS I/A, CPDLC, ADS-B Out, TCAS 7.1
- Painted in July 2013
- Fresh Interior Refurb
- Completed by West Star - Grand Junction - March 2019



### 2011 CITATION SOVEREIGN

- Serial Number: 680-0290
- Always Hangared
- One Owner Since New
- WAAS / LPV
- Extended Range Oxygen System
- EU OPS Certified



### 2003 GLOBAL EXPRESS

- Serial Number: 9082
- RRCC / MSP Gold / HAPP / JSSI Parts / CAMP Programs
- Batch 3 / FANS I/A / SBAS / LPV / WAAS / TCAS 7.1 / ADS-B Out
- Fresh 12C Inspection Completed Oct 2017
- All New Paint and Interior Completed in 2018



### 2008 LEARJET 60XR

- Serial Number: 0360
- Airshow 410 Cabin Video System
- Part 135 Operated
- Total Interior Refurbishment – Sept. 2019
- ADS-B Out/In – Sept. 2019
- Fresh A (12mo) & D (96mo) Inspections – Oct. 2019
- 3000 Cycle Landing Gear Inspections – Oct. 2019



### 2007 GLOBAL 5000

- Serial Number: 9226
- Low Time - 1,221 Hours
- Program Enrolled - JSSI (Engines & APU)
- Next Gen Avionics - FANS I/A, CPDLC, ADS-B Out
- 13 Passenger Executive Configuration

Schedule an appointment  
with our team by emailing  
**[sales@jethq.com](mailto:sales@jethq.com)**.

We look forward to serving your needs.

# In-Service Aircraft Values & Maintenance Condition

On October 31, 2019 Asset Insight's monthly market analysis examined 96 fixed-wing models, comprising 1,769 aircraft listed for sale – an increase of 17 units compared to September. But how did the fleet for sale's quality fare for the month? The total inventory for Asset Insight's tracked fleet has now increased 11.2% since December 2018. During October:

- Large Jet inventory expanded another 2.1%
- Medium Jets increased 1.1%
- Small Jet inventory rose 0.9%
- Turboprops decreased 0.7%.

Although down 1.4% since December 2018, the average Ask Price for the tracked fleet increased in October, with all four groups contributing. Three of the four groups are still below their end-of-year figure, however, with only Medium Jets posting a substantive 13.3% YTD Ask Price increase.

## Inventory Fleet Maintenance Condition

Fleet asset quality remained virtually unchanged during October, while Maintenance Exposure increased (worsened) 6.1%. Overall, the tracked inventory registered the following...

- The for-sale fleet posted a nominal Quality Rating improvement during October, increasing to 5.218 versus September's 5.217, and remaining within the 'Very Good' range on Asset Insight's scale of -2.5 to 10.
- At \$1.44m, Maintenance Exposure (an aircraft's accumulated/embedded maintenance expense) closed October just shy of the 12-month high (worst) figure.

## Maintenance Exposure to Ask Price (ETP) Ratio

The ETP Ratio is a useful indicator of an aircraft's marketability and is computed by dividing the asset's Maintenance Exposure (the financial liability accrued with respect to future scheduled maintenance events) by its Ask Price.

Analysis has shown that when the ETP Ratio is greater than 40%, a listed aircraft's time on the market increases, usually by more than 30%. During Q3 2019, assets whose ETP Ratio was 40% or more were listed for sale 76.2% longer (on average) than aircraft whose Ratio was below 40% (218 vs 385 Days on Market).

October's analytics also revealed that nearly 55% of the tracked models, and over 61% of the tracked fleet posted an ETP Ratio greater than 40%. During October, the tracked fleet's ETP Ratio worsened to 70.9% (compared to September's 64.9%), setting a 12-month high (worst) figure.

- Turboprops recaptured first place with the lowest ETP Ratio (55.8%)
- Large Jets dropped to second position (57.1%)
- Medium Jets remained steady at 74.3%

Table A  
Fleet Maintenance Condition

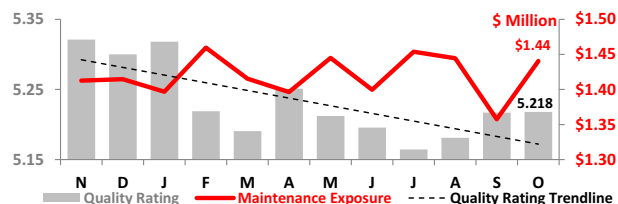


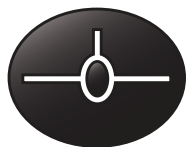
Table B

LOW RISK AIRCRAFT		HIGH RISK AIRCRAFT	
MODEL	ETP RATIO	MODEL	ETP RATIO
CL-650	3.6%	GV	40.2%
Citation Latitude	4.4%	Learjet 60XR	40.3%
G650	4.9%	Citation CJ1+	42.2%
Boeing BBJ	9.4%	Embraer Legacy 600	43.5%
F900EX Easy	10.3%	Hawker 400XP	45.2%
F2000LX	10.6%	F50EX	47.7%
Citation CJ4 525C	13.5%	F900	47.7%
CL-605	15.3%	F900B	49.2%
Falcon2000EX Easy	16.1%	Piaggio P-180 II	50.0%
Phenom 300	16.3%	Citation Bravo	51.2%
Citation Encore +	16.4%	CL-604	51.3%
G450	17.2%	Learjet 45 w/APU	52.4%
Pilatus PC-12	19.0%	Premier 1A	53.2%
F900DX	19.0%	KingAir B-200 - Pre-2001	55.1%
Citation Sovereign 680	19.2%	G200	55.9%
Global 5000	19.5%	Hawker Beechjet 400A	59.2%
KingAir 350 - Post-2000	21.0%	KingAir 300	63.5%
Hawker 900XP	21.3%	Citation V Ultra	66.6%
G150	21.7%	F2000	66.8%
CL-300	22.0%	Global Express	67.8%
G550	23.1%	Learjet 45	73.0%
Piper Meridian	26.9%	Hawker 800XP	73.4%
Citation CJ3	27.7%	GIV-SP	79.5%
KingAir B200 - Post-2000	28.7%	Citation V 560	84.3%
Citation XLS	29.1%	Piaggio P-180	92.8%
F900EX	29.3%	Premier 1	94.5%
Global XRS	30.3%	Learjet 55C	96.5%
Citation CJ2+ 525A	30.8%	Hawker 1000A	108.9%
Citation Mustang 510	35.3%	Hawker Beechjet 400	111.5%
Citation Encore	35.8%	Learjet 60	113.2%
KingAir 350 - Pre-2001	36.3%	F50	117.4%
Citation CJ2	36.4%	Citation ISP	118.8%
Hawker 850XP	37.5%	KingAir C90	124.6%
Citation Excel 560XL	37.5%	Citation VI	131.0%
Citation XLS (MSG3)	38.0%	G100	131.2%
Phenom 100	38.2%	Citation II	139.0%
Learjet 45XR	39.9%	GIV	141.5%
		CL-601-3R	148.1%
		Hawker 800A	160.0%
		Learjet 31	166.1%
		Learjet 55	183.3%
		CL-601-1A	217.4%
		CL-601-3A	220.8%
		F20-5	232.5%
		Learjet 35A	237.0%

Maintenance Exposure to Ask Price Ratio ("ETP Ratio") as of October 31 2019

Source: JETNET (www.jetnet.com)

Asset Insight, LLC (www.assetinsight.com)



# JetBrokers

Integrity + Expertise + Service

[www.jetbrokers.com](http://www.jetbrokers.com)



**2010 EMBRAER LEGACY 650 S/N 14501126**  
Looking for Offers!



**2013 CITATION CJ3 S/N 525B-0400**  
Reduced to \$5,095,000



**1999 HAWKER 800XP S/N 258402**  
Asking \$1,295,000



**2007 LEARJET 40XR S/N 2067**  
Asking \$1,995,000



**1996 BEECHJET 400A, S/N RK-110**  
Asking \$1,300,000



**2005 HAWKER 400XP, S/N RK-443**  
Asking \$1,395,000



**1993 CITATION V, S/N 560-0212**  
Looking for Offers!



**1978 FALCON 20F-5BR, S/N 382**  
Asking \$895,000



**1974 KING AIR A100, S/N B-185**  
Asking \$450,000



**1980 KING AIR C90, S/N LJ-901**  
Looking for Offers!



**1985 CITATION III, S/N 650-0089**  
Asking \$345,000

**Also Available:** Beechjet 400A s/n RK-130 · Challenger 600 s/n 1047 · Citation 500 s/n 500-0348 · Citation II s/n 550-0166 · Citation V s/n 560-0084 · Citation V s/n 560-0216 · Citation III s/n 650-0032 · Citation III s/n 650-0068 · Falcon 50 s/n 174 · Hawker 800A s/n 258161 · Learjet 31A s/n 65 · Learjet 35A s/n 153 · Learjet 35A s/n 242 · Learjet 55 s/n 6 · Cheyenne IIIA s/n 5501058 · King Air Blackhawk C90B s/n LJ-1551 · King Air C90 s/n LJ-901 · King Air A100 s/n B-185 · Cessna 206H s/n 206H-08989 · Cessna T206H s/n T206-08989



**1977 KING AIR 200XP BLACKHAWK, S/N BB-226 - Asking \$895,000**



**1979 KING AIR 200XP BLACKHAWK, S/N BB-481 - Asking \$1,250,000**

[jetbroker@jetbrokers.com](mailto:jetbroker@jetbrokers.com)

**St. Louis · Chicago · Detroit · Phoenix · London · Geneva**

+1.636.532.6900 +1.630.377.6900 +1.248.666.9800 +1.480.239.2269 +44(0)2081 338336 +41 24 565 1997

EXCLUSIVELY  
REPRESENTED BY

THE JET BUSINESS®



## 2010 BOMBARDIER GLOBAL EXPRESS XRS

SERIAL NUMBER 9371

IN SERVICE DECEMBER 2010, AIRFRAME ON SMART PARTS PLUS, ENGINES ON ROLLS ROYCE CORPORATE CARE, APU ON HONEYWELL MSP, ONE OWNER SINCE NEW, BATCH 3.3, FANS 1/A, CPDLC, TCAS 7.1, ENHANCED VISION SYSTEM (EVS), HEAD-UP DISPLAY (HUD), INMARSAT SWIFTBROADBAND & INMARSAT SWIFT 64



## 2001 BOMBARDIER GLOBAL EXPRESS

SERIAL NUMBER 9049 – REGISTRATION M-MDBD

AIRFRAME ON SMART PARTS PLUS, ENGINES ON ROLLS ROYCE CORPORATE CARE, APU ON HONEYWELL MSP, BATCH 3.3, FANS-1/A, CPDLC, R-NAV, ADS-B OUT (260B), 14 PASSENGER CONFIGURATION (9 PASSENGERS CERTIFIED FOR TAKE-OFF AND LANDING), SWIFT BROADBAND, KALEIDOSCOPE HOME ENTERTAINMENT SYSTEM

## 2000 BOMBARDIER GLOBAL EXPRESS

SERIAL NUMBER 9027

ENGINES ON ROLLS ROYCE CORPORATE CARE, APU ON JSSI, VIASAT KU-BAND INTERNET, BATCH 3.4 AVIONICS UPGRADE, ADS-B OUT, FANS-1/A, CPDLC, MAINTAINED & OPERATED PART 135, NEW EXTERIOR PAINT 2016



## 2015 BOMBARDIER CHALLENGER 350

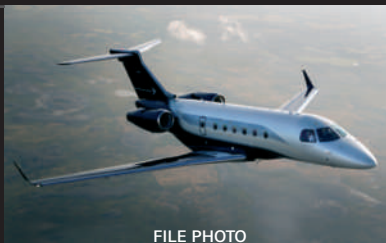
SERIAL NUMBER 20583 – REGISTRATION D-BHGN

AIRFRAME ON SMART PARTS PREFERRED, ENGINES ON MSP GOLD, APU ON MSP GOLD, EU-OPS CERTIFIED, ONE OWNER SINCE NEW, NO DAMAGE HISTORY, PARTIAL EXTERIOR REPAINT (NOVEMBER 2018)

## 2018 EMBRAER LEGACY 500

SERIAL NUMBER 55000048

THE ONLY MIDSIZE BUSINESS JET WITH FULL FLY-BY-WIRE, TWO PILOT TRAINING SLOTS INCLUDED, EASA / EU-OPS 1 CERTIFIED, ADS-B OUT, CPDLC OVER ATN (EASA LINK2000+) – CONTROLLER-PILOT DATA-LINK, STEEP APPROACH CAPABILITY, HIGH ALTITUDE LANDING AND TAKEOFF OPERATION, SWIFT BROADBAND HIGH SPEED DATA, HEPA FILTRATION SYSTEM



FILE PHOTO



THE WORLD'S FIRST AND ONLY STREET LEVEL  
CORPORATE AVIATION SHOWROOM.

EXCLUSIVELY  
REPRESENTED BY

THE JET BUSINESS®



## 1998 BOEING BUSINESS JET

SERIAL NUMBER 29273

NEW INTERIOR REFURB 2017, NEW EXTERIOR 2017,  
FANS-1/A, TCAS 7.1, ADS-B, LOW CABIN ALTITUDE UPGRADE,  
HEAD-UP DISPLAY (HUD), APPLE TV, SATCOM SBB  
UPGRADE – WIFI HD-710, IFE/CMS UPGRADE, 9 PATS TANKS  
– LONGEST RANGE BBJ AVAILABLE ON THE MARKET



## 2008 AIRBUS ACJ318

SERIAL NUMBER 3530 – REGISTRATION VP-CKH

EXTENDED RANGE VARIANT, INTERIOR COMPLETION  
CARRIED OUT BY LUFTHANSA TECHNIK, EU-OPS 1 CERTIFIED

## 2008 GULFSTREAM G550

SERIAL NUMBER 5182

ONE PRIVATE OWNER SINCE NEW, VERY LOW TOTAL TIME  
– ONLY 3,000 HOURS, FORWARD GALLEY, ENHANCED  
NAVIGATION INCLUDING WAAS, LPV, FANS-1/A+, ADS-B OUT  
& CPDLC, SYNTHETIC VISION (SV-PFD), HEAD-UP DISPLAY  
(HUD) AND EMERGENCY VISION ASSURANCE SYSTEM (EVAS),  
HONEYWELL AVIONICS PROTECTION PLAN (HAPP) AND  
MAINTENANCE PROTECTION PLAN (MPP), SECURAPLANE  
WITH THREE EXTERNAL CAMERAS, ALWAYS HANGARED,  
ALL MAINTENANCE AT GULFSTREAM AEROSPACE DALLAS



## 2013 DASSAULT FALCON 7X

SERIAL NUMBER 186 – REGISTRATION M-YJET

OUTSTANDING ONE OWNER SINCE NEW, IMMACULATE  
CONDITION, EASy II+, ENGINES ON PRATT & WHITNEY  
ESP GOLD, APU ON HONEYWELL MSP GOLD, HEAD-UP  
DISPLAY, ENHANCED NAV WITH WAAS-LPV, FANS-1/A,  
CPDLC WITH ATN, ADS-B OUT, HONEYWELL MCS-7120  
SATCOM WIFI, FUEL TANK SB 338 COMPLETED,  
SB 7X-353 R1 FLUID CIRCULATION IMPROVE,  
SB F7X-393 R1 FUEL SUMP DRAIN

## 2005 DASSAULT FALCON 900EX EASy

SERIAL NUMBER 145 – REGISTRATION CS-EME

EASy II BASELINE WITH ADS-B OUT, ENGINES & APU  
ON HONEYWELL MSP GOLD, DRY BAY MOD C/W SB 329,  
2C INSPECTIONS & GEAR OVERHAULS C/W MAY 2017



25 Park Lane, London W1K 1RA

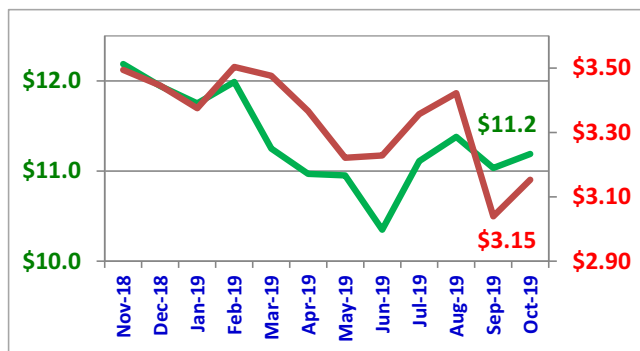
EU +44 (0) 203 603 0000 | US +1 917 414 1995

sales@thejetbusiness.com | [www.thejetbusiness.com](http://www.thejetbusiness.com)

## Large Jets

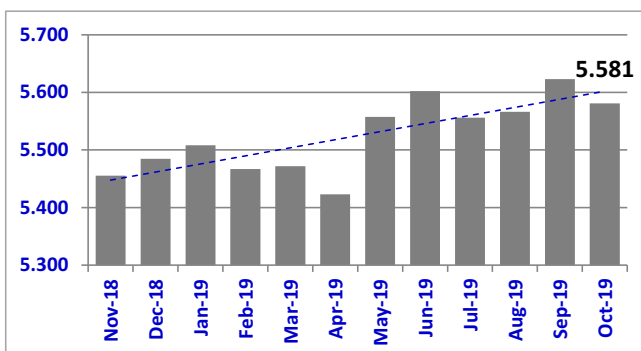
### Ask Price vs. Maintenance Exposure

\$ Millions



### Asset Quality Rating

Scale -2.500 to 10.000



- Small Jets recorded their highest (worst) figure for the past 12 months (83.6%), surprisingly high compared to September's 67.3%.

### Market Summary

While mostly young, low-time jets are transacting (as are certain older models sporting high asset quality and upgraded cabin amenities), the inventory fleet continues to expand due to older aircraft being listed for sale whose owners often do not appreciate their inability to move such equipment at anything close to a 'reasonable price'.

There are buyers willing to become the asset's final owner, but they will only play that role based on a very low acquisition cost that makes it financially sensible for them to run the aircraft until its engines are no longer airworthy.

**Large Jets:** The tracked Large Jet inventory increased by eight units during October and has expanded by 37 units YTD (10.8%).

Fleet mix changes worsened asset quality slightly, increased Maintenance Exposure and worsened the group's ETP Ratio. Essentially, the higher quality aircraft were the ones that transacted in October.

There's no question that September's statistics set up some great value opportunities, and savvy buyers clearly took advantage in October. With asset quality still in the 'Outstanding' range and Ask Prices rising 1.4%, good values are still available, but locating them requires detailed analytics.

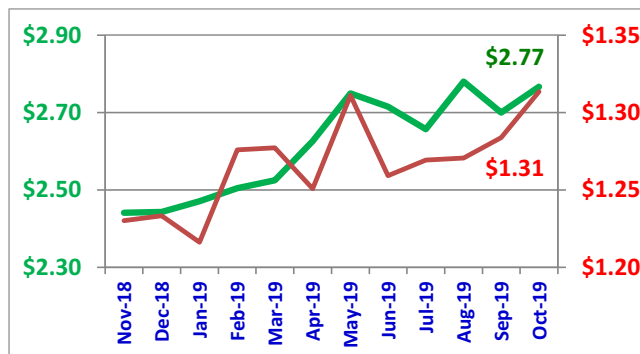
**Medium Jets:** There are fewer upcoming maintenance events for the latest Medium Jet inventory mix, but the cost to complete these is expected to be higher. Thus, Maintenance Exposure posted the group's 12-month high (worst) figure in October.

However, Ask Prices increased 2.5% resulting in no change to the ETP Ratio. The problem sellers face centers on competition, as inventory increased by another six aircraft,

## Medium Jets

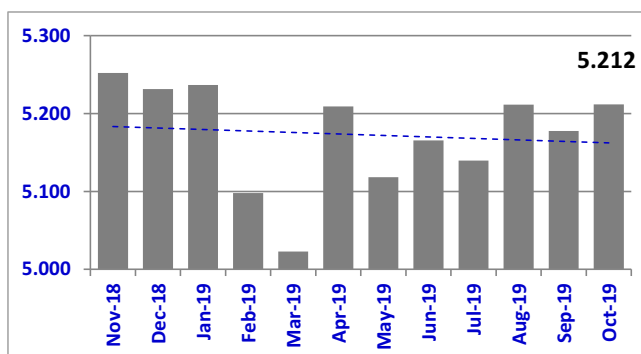
### Ask Price vs. Maintenance Exposure

\$ Millions



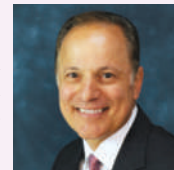
### Asset Quality Rating

Scale -2.500 to 10.000





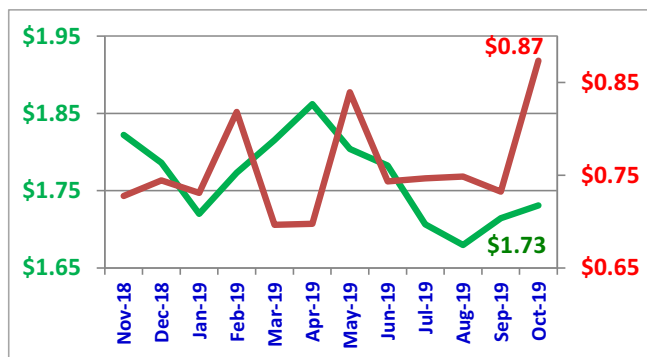
Tony Kioussis is president of Asset Insight. The company provides audit and valuation services and has developed a standardized Asset Grading System scale that evaluates an aircraft's maintenance condition.



## Small Jets

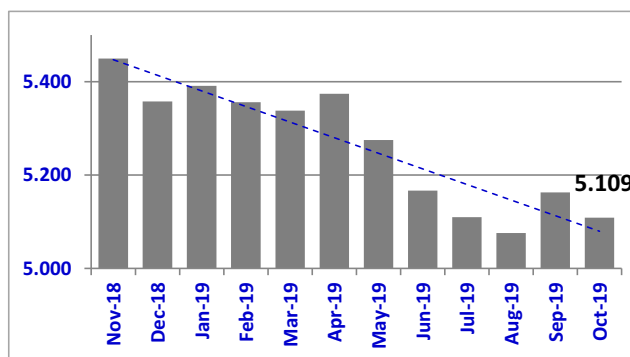
### Ask Price vs. Maintenance Exposure

\$ Millions



### Asset Quality Rating

Scale -2.500 to 10.000



creating a 10% YTD fleet expansion. Again, good values can be uncovered if buyers understand what they're purchasing.

**Small Jets:** The tracked Small Jets posted a 1% Ask Price increase during October, but the good news ends there for sellers. Inventory increased by another five units and is now up 98 aircraft Year-to-Date (21%).

For the latest inventory mix, asset quality fell >1%, Maintenance Exposure rose (worsened) >19% and the ETP Ratio skyrocketed from 67.3% to 83.6% (a 12-month high/worst figure).

The group's Quality Rating has remained within the 'Very Good' range for the past five months, but it is trending lower, making it unlikely sellers will realize the latest price increase, especially during the most competitive selling quarter of the year.

**Turboprops:** Tracked Turboprop have posted 'Good' asset quality for the past nine months, while Maintenance Exposure and Ask Prices remained within a narrow band. Buyers seem to have a

keen eye for creating value while not necessarily acquiring the highest quality inventory units.

The good news for sellers is the group's inventory level, which decreased another two units in October and is now down 2.1% YTD. This may help them realize the 1.2% Ask Price increase.

MI [www.assetinsight.com](http://www.assetinsight.com)

page 38

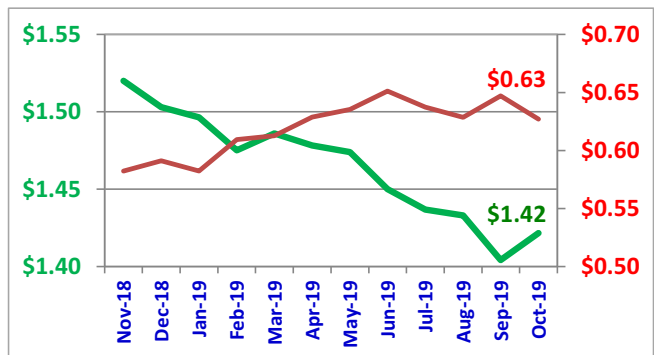
### Asset Quality Rating Key

Outstanding	Excellent	Very Good	Good	Average	Below Average
5.500 or Greater	5.250 to 5.499	5.000 to 5.249	4.750 to 4.999	4.500 to 4.749	Less than 4.500

## Turboprops

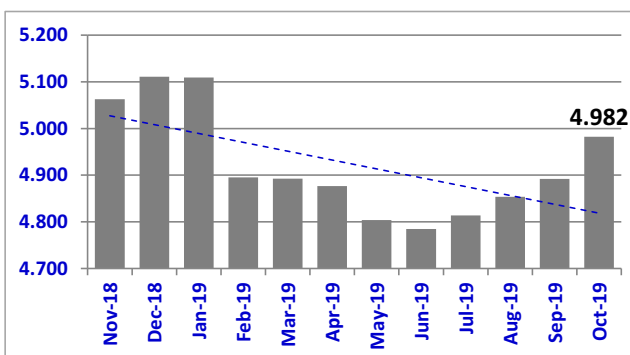
### Ask Price vs. Maintenance Exposure

\$ Millions



### Asset Quality Rating

Scale -2.500 to 10.000





OGARAJETS.COM  
FEATURED INVENTORY

## CHALLENGER 300

SN 20222

**\$8,495,000**

JSSI TIP TO TAIL  
ENGINES, APU, AIRFRAME,  
PARTS & LABOR

ADS-B OUT V2

AVIATOR 300 WIFI SYSTEM

LUFTHANSA NICE TOUCH  
SCREEN CONTROLS



GULFSTREAM G550  
COMING SOON



GULFSTREAM G280  
SN 2019



GULFSTREAM G280  
SN 2028



HAWKER 800XP  
SN 258540



CITATION EXCEL  
SN 560-5139



CITATIONJET  
SN 525-0278



PHENOM 100EV  
SN 408



PHENOM 100E  
SN 347



PHENOM 100  
SN 151



CITATION XLS  
COMING SOON



HAWKER 800XP  
COMING SOON



HAWKER 400XP  
COMING SOON



OGARAJETS

515

Our Five-1-Five Approach is proven to assure clients avoid significant pitfalls within any one of the five critical areas that could potentially cost them more than five times their investment in our services.

## ACQUISITIONS



## SALES

### MISSION ANALYSIS

1

Conduct comprehensive mission, budget, aircraft and operational analyses to determine the right aircraft for the client

### DATA ANALYTICS

2

Utilize proprietary modeling to provide a detailed analysis of market data in order to determine best values and sources for "off market" opportunities

### DUE DILIGENCE

3

Develop specific inspection criteria and manage aircraft audit; negotiate and draft purchase documents; and direct all other activities associated with the acquisition

### CLOSING

4

Facilitate the closing process, ensuring all documents, funds, warranties, and subscriptions fully transfer with ownership; and personally administer delivery to client

### POST CLOSING

5

Advise, negotiate and oversee refurbishments and modernization work; assist in annual registrations; and provide appraisals for tax modeling

### AIRCRAFT AUDIT

1

Conduct comprehensive aircraft audit and provide guidance on enhancements to improve marketability

### DATA ANALYTICS

2

Provide detailed analysis of current marketplace in order to determine valuation models, pricing strategies and marketing initiatives for client aircraft

### TAILORED MARKETING

3

Create custom, digital marketing campaigns, leveraging OGARAJETS' vast network to generate qualified leads for the sales team and build comprehensive reports for the client

### PRE-SALE DUE DILIGENCE

4

Personally facilitate all showings and demos; negotiate and draft documents related to the sale; and negotiate and manage the pre-sale inspection

### CLOSING

5

Facilitate the closing process, ensuring all documents, funds, warranties, subscriptions, fully transfer with ownership; personally administer delivery from client to buyer



OGARAJETS  
FOSTERING CONFIDENCE

+1 770 462 7333  
ogarajets@ogarajets.com



39  
YEARS



## New Business Jet Deliveries Forecast to Grow

**Bizjet deliveries will grow 7% next year, and average 760 units annually throughout the coming decade, according to Honeywell's latest forecast. By contrast, JETNET expects sales to average 700 to 710 units annually. Mike Potts analyses the two projections...**

Honeywell's forecast represents significant market growth compared to the past eight years when deliveries have surpassed 700 units only once. This year's market is projected to total 690-700 units and Honeywell believe the years ahead will feature "a healthy market with steady annual growth".

The recent upturn in the market, according to Honeywell, is largely driven by the introduction of new aircraft models. Honeywell's forecast suggests the market will peak in 2020 or 2021, turning down by 2024, and then growing again toward the end of the ten-year forecast period.

At no point is the market expected to sink below the levels of 2018, which proved to be a pretty good year. But while Honeywell's outlook is very good, the company doesn't expect a return to the 1,000-plus unit years seen in 2007-2008.

Overall Honeywell predicts the delivery of 7,600 jets worth \$248bn for the period 2020-2029, down about 1.2% from the 7,700 units worth \$251bn forecast last year (2019 to 2028). However, the difference between the two sets of numbers is

statistically 'insignificant'.

Reinforcing Honeywell's outlook is JETNET iQ, which projects a slightly smaller market of 7,050 jets worth \$241bn for the period 2019 to 2028. Thus, JETNET iQ expects business jet sales to average 700 to 710 units annually across the coming decade.

Like Honeywell, JETNET iQ expects the market to peak in 2020 then tail off gradually until 2023/2024 when it could reach as low as 600 units. This is forecast to pick up again, climbing to around 900 units a year by the end of the forecast period. (Interestingly, JETNET iQ expects the market to include some supersonic jets by 2027 that are not referenced by Honeywell.)

### Forecast by Category

'Big cabin' airplanes will constitute 42% of the units sold and 73% of the dollars spent according to Honeywell, while 'Mid-size' and 'Small cabin' aircraft will total 29% each. Mid-size purchases will total 19% of the dollars while Small cabins will account for just 8% of the total.

By contrast, JETNET iQ believes Large Jets will account for 28.3% of the units sold over the next one-to-five-years; Medium Jets 47.5%; and Small jets 24.2%, though the company does not project how the expenditures will break down.



"JETNET iQ notes that 2019 was the first time since the post-2008 financial crisis that the five key business jet OEMs (Bombardier, Dassault, Embraer, Gulfstream and Textron) have all seen increase in backlogs from the previous year."

### Manufacturer Backlogs

The JETNET iQ forecast covers a wider range of subjects than Honeywell's, including OEM backlogs, purchase intentions, inhibitors to aircraft purchases, perspectives on the industry and market sentiment.

Regarding backlogs, JETNET iQ notes that 2019 was the first time since the post-2008 financial crisis that the five key business jet OEMs (Bombardier, Dassault, Embraer, Gulfstream and Textron) have all seen increase in backlogs from the previous year.

JETNET iQ puts the H1 2019 backlog at \$32.6bn (up from \$30.5bn in 2018 and \$30.7bn in 2017, but still lagging the \$34.1bn the industry enjoyed in 2016 and well below the whopping \$46.2bn that existed in 2014).

### Regional Market Outlook

Honeywell breaks the market down by regions. In North America purchase expectations are off slightly, although Honeywell still expects the region to account for 60% of the jet market over the next five years.

Slow economic growth and uncertainty related to Brexit are expected to curtail European jet purchases somewhat, but the region is still expected to account for 19% of global demand.

The Latin American market is stable, although purchase

plans in Brazil may be down in the next year or so. The region accounts for 7% of global demand in the forecast period. Purchase plans in Asia and the Pacific Rim are running ahead of last year and the region should account for 10% of the jet market over the next five years. Fully 40% of purchases are expected in the next two years, the highest among all the regions.

In the Middle East and Africa political tensions and ongoing conflicts are tending to inhibit purchase plans somewhat, says Honeywell. These regions are expected to account for 4-6% of global demand, which is consistent with its historical performance.

In a final aside, Honeywell notes that 12-14% of jet sales over the next five years will be to fractional programs.

MI [www.jetnet.com](http://www.jetnet.com) or [www.honeywell.com](http://www.honeywell.com) |



Mike Potts is respected industry-wide as an aviation journalist. He has worked in the communications departments of Beech Aircraft, Sino Swearingen and M7 Aerospace, and has been analyzing GAMA's delivery reports for AvBuyer since 2003 where he has built an excellent track record for accurate shipment predictions. Contact him via [mpotts1@satx.rr.com](mailto:mpotts1@satx.rr.com)

DUNCAN  
AVIATION



## AIRCRAFT SALES & ACQUISITIONS

[www.DuncanAviation.aero/aircraftsales](http://www.DuncanAviation.aero/aircraftsales)



### Looking for an aircraft?

Hire us! Acquiring an aircraft that meets your needs and minimizes your risk is time-consuming and complicated. As with any major investment, you should hire a consultant who works in the market full-time.

Our comprehensive acquisition service is designed to consult with you and help you identify your true aircraft needs. Our experts then locate, evaluate and negotiate an aircraft purchase on your behalf.



Duncan Aviation has been assisting companies around the world with the sales and acquisition of aircraft for 60 years.

#### ► 2013 Global 6000 s/n 9490

NEW  
LISTING



2,377 Total Time. 772 Landings. One U.S. Owner. FAR 135 Compliant. FANS/CPDLC. SwiftBroadband Sat. GoGo Biz.

#### ► 2005 Gulfstream 200 s/n 115



3,850 Total Time. Engines on ESP Gold. Autothrottles. ATG-5000 Wi-Fi. 9 Passenger Interior.

#### ► 2008 Falcon 7X s/n 33



2,047 Total Time. U.S. Ownership. Excellently Equipped. Ready To Be Place In Operation

#### ► 2009 Citation Mustang s/n 510-0218



REDUCED  
PRICE

1,787 Total Time. Fresh Hots by PWC. One U.S. Midwestern Owner Since New. Gill Battery Upgrade.

COMING  
SOON

- 2008 Citation Mustang
- 2016 Sovereign+

► 2004 Falcon 900EX EASy s/n 125



NEW  
LISTING

7,612 Total Time. EASy II Avionics. FANS/1A. 2016 Paint, Interior, and 2C Inspection. U.S. Ownership.

► 1986 Citation S/II s/n S550-0119



8,392 Total Time. Engines 1150/2400 Remaining. U.S. Owned Since New. Complete Logs. Service Center Maintained. Recent FAR 135 Ops.

► 2008 Legacy 600 s/n 14501037



2,390 Total Time. Engines on RRCC. Airframe & APU on EEC Enhanced. New Paint & Interior (2019). Wi-Fi. ADS-B.

► 1998 Hawker 800XP s/n 258376



6,390 Total Time. Engines on MSP. New Interior 2014. 4+2 Seating.

► 2002 Learjet 60 s/n 255



REDUCED  
PRICE

WAAS/LPV. ADS-B. TCAS 7.1. FDR/CVR. Wi-Fi. 8 Passenger. ESP Gold. Gorgeous Interior and Paint.

► 2015 Legacy 500 s/n 55000016



REDUCED  
PRICE

1,476 Total Time. JSSI 100% Engines, APU and Airframe. Excellent Condition Throughout.

► 2000 Citation Bravo s/n 550-0949



REDUCED  
PRICE

3,391 Total Time. Engines Power Advantage+. ADS-B Out. WAAS. Paint and Interior by Duncan Aviation March 2017.

► 2002 Dornier 328-310 s/n 3209



6,477 Total Time. 14 Pax VIP. King Air Runways. Hawker Operating Costs. G550 Cabin. Wi-Fi. Long Range Fuel.

# SPARFELL & PARTNERS



+41 22 787 08 77

[contact@sparfell-partners.com](mailto:contact@sparfell-partners.com)

[www.sparfell-partners.com](http://www.sparfell-partners.com)



## AIRBUS A380-800

Two A380-800s, Ready for Head-of-State VVIP Conversion

**Make Offer**



## 2012 LINEAGE 1000 S/N 317

1'840 TT, Engines on GE Onpoint Program, WiFi, 19 Pax.

**Make Offer**



## 2013 OFF-MARKET AIRBUS ACJ319

2'008 TT, UK Design & Swiss Completion, 19 Pax.

**Exclusively Mandated**



## 2010 GULFSTREAM G550 S/N 5303

2'300 TT, ENG & APU on progs,  
2017 Paint & Interior, Fresh 96 Mths.

**Make Offer**



## 2010 A109S GRAND S/N 22162

1'668 TT, New. Int. & Paint 2018 - Will be delivered fresh  
from annual inspection in December, 5 + 1 Pax.

**Make Offer**



### 2015 LEGACY 600 S/N 1216

4'762 TT, JSSI-Platinum, CPDLC, WiFi, 13 Passengers

**Make Offer**

**DEAL PENDING**



### 2007 OFF-MARKET LEGACY 600

3'170 TT, Newly Refurbished & Paint, RRCC, WiFi

**Exclusively Mandated**

**DEAL PENDING**



### 2007 LEGACY 600 S/N 995

4'654 TT, Fresh of 144/LDG OVH/ADSB,  
EASA, EEC, RRCC, WiFi, 13 Pax.

**Make Offer**



### 2003 HAWKER 800XP S/N 258612

3'950 TT, ENG on MSP Gold, 8PAX + Belt Lav.  
Fresh from 4 & 16 yrs check + ADS-B

**Make Offer**



### BRAND NEW GLOBAL 7500 S/N 70011

Only Ferry Flight Hours, Engines and Airframe on Programs

**CALL FOR MORE INFORMATION**



### 2012 GLOBAL 5000 VISION S/N 9495

2'471 TT, EASA, Smart Parts Plus, RRCC, WiFi, 13 Pax,  
2020 compliant

**Price Further Reduced!**

**DEAL PENDING**



### 2015 GLOBAL 6000 S/N 9609

1'624 TT, EASA, Smart Parts, RRCC, FANS, WiFi, 13 Pax.

**Make Offer**



## Is Now a Good Time to Buy a Helicopter?



Mark Clancy



Michael Roberts

What are the challenges for buyers and sellers in today's used helicopter marketplace? Is today a good time to be buying rotorcraft? Dave Higdon gains insider insights from Mark Clancy and Michael Roberts...

Often it seems history plays out like a video on a loop. Periods of time apparently replay from past eras, at once familiar yet strangely new and unfamiliar. So goes today's market for used helicopters. "It's definitely a good time to buy," offers Michael Roberts, president and founder of JETVEND.

"Generally, yes," confirms Mark V. Clancy, founder of HelicopterBuyer, Inc., "but it depends on the buyer, sector, and the

model/configuration/location being considered."

In other words, as is typical in aviation, the answer is 'it depends'. "I would say that corporate/private and EMS [helicopters] are driving most of the acquisition demand today," Clancy expands. "Utility appears to be in a slow climb. And offshore markets vary widely by region but are generally down."

"Two things," notes Roberts of today's marketplace. "There are not long waits if you want



Dave Higdon is a highly respected aviation journalist who has covered all aspects of civil aviation over the past 36 years. Based in Wichita, he has several thousand flight hours, and has piloted pretty much everything from foot-launched wings to combat jets. Contact him via [Dave@avbuyer.com](mailto:Dave@avbuyer.com)



something new, and used prices are very reasonable right now."

One segment has particularly helped make the availability and affordability of pre-owned helicopters in today's market possible. The offshore segment "has created some difficult moments in the industry over the past five years or so and prompted some restructuring of the large support companies," Roberts observes.

"Many commercial twin-engine, late model, and legacy helicopters are not in demand," Clancy elaborates, "especially those that are offshore- and corporate-configured, as they make up a disproportionately large number of twins being offered for sale."

"Sales of these configurations have also been fueled by a new generation of replacement helicopters," he adds.

### What Else Impacts the Helicopter Sales Market?

Much like the fixed-wing aviation market, the helicopter segment enjoys significant diversity. Each market has its own issues and challenges. And each helicopter category has its strengths, Clancy observes.

"From the private buyers' perspective, there are some very good opportunities with single- and twin-engine turbine helicopters for sale," he adds.

"Many private or corporate buyers typically prefer to buy new, but many OEMs have specific backlogs on high-demand models that are causing

increased lead-times, which may give some buyers reason to consider purchasing a pre-owned helicopter."

### What are the Challenges for Helicopter Sellers?

There are usually challenges on both sides of the aircraft transaction table, and helicopter transactions are no different. "The biggest challenge for someone wanting to sell their helicopter is sorting through the bad price information they get and arrive at a value that actually reflects the market," Roberts suggests.

Clancy agrees that one of the biggest challenges facing sellers seems to be trying to establish a market price based on other recent transactions in the region. In addition, he notes, "Understanding how to best position the helicopter for resale is a challenge – as is competing with other sellers that may be more motivated to negotiate favorable terms with buyers. And locating buyers for the late model and legacy helicopters being offered for sale may be problematic."

Clancy suggests some steps to help the prospective seller, among them:

- Hire an agent or broker to research the market and obtain sales prices and technical data on other recent transactions, and make a detailed comparison to affirm whether yours' is a competitive market price.

# PAR AVION LTD

AVIATION CONSULTANTS TO THE WORLD

## 2008 CJ3 | S/N 264

2905 TSN • TAP Advantage Elite • Proparts • Dual FMS  
Dual GPS • WAAS / LPV Approved • ADS-B OUT Compliant • TCAS II/7.1  
Satphone FDR • CVR • EU OPS 1 Approved • DOC 22 c/w July/2017  
Galley Woodwork Refinished May/2019 • One Owner/Operator



PRICE  
REDUCED

NEW  
PRICING



## CITATION XLS+ | S/N 6025

1848 TTAF • Power Avantage+ • Proparts • Aux Advantage • Protech  
WAAS/LPV • TCAS II/7.1 • CVR • FDR • Belted Lav  
EU OPS 1 Approved • One Owner/Operator

## 1991 CITATION V | S/N 115

7460 TTAF • 457/289 SOH  
5 Tube EFIS • UNS 1D  
TCAS I • Satphone  
Belted Lav • Part 135



**OFF-MARKET OPPORTUNITIES:**  
F900EX | LR45 | CJ2+ | C560

**AIRCRAFT WANTED FOR ACQUISITIONS:**  
FALCON 7X | HAWKER 900XP

T +1 713 681 0075 | [sales@paravionltd.com](mailto:sales@paravionltd.com) | [paravionltd.com](http://paravionltd.com) | Houston, TX USA



A black and white portrait of Janine K. Iannarelli, a woman with long dark hair, looking directly at the camera with a slight smile. She is wearing a dark jacket.

# Your journey. Our globe. My world.

Thirty plus years of traveling the globe connecting people and businesses with the right airplane has made me realize that everything - and nothing - has changed in the world of aircraft sales. The ability to analyze the markets, source the product, evaluate its merits and navigate the path to a successful transaction calls for a skillful and resourceful advocate. Your journey to a purchase or sale of a business jet should begin with retaining an experienced aircraft salesperson. Let's talk about why corporations, individuals, and governments since 1997 have relied upon Par Avion Ltd. for their aircraft transactional needs. +1 . 713 . 681 . 0075

A handwritten signature in cursive script that reads "Janine K. Iannarelli".

Janine K. Iannarelli

*International Aircraft Broker*

PAR  
AVION  
LTD

[paravionltd.com](http://paravionltd.com)



"From the private buyers' perspective, there are some very good opportunities with single- and twin-engine turbine helicopters for sale."

- Know the expectations of buyers. Many potential buyers desire at least 500 hours of life remaining on major components and at least two years remaining before major airframe inspections become due.
- Negotiate the sale with buyers based on all the favorable aspects unique to your helicopter (residual component value, maintenance status, condition, completeness of records, damage history, available spare parts, etc.).
- Target a different market sector for resale configuration if there does not seem to be any demand for the model being sold.
- Consider your options. Could you continue to operate the helicopter, or offer it for dry lease?

If these strategies are unsuccessful, Clancy suggests, buyers should be prepared to wait out the market, or investigate selling to a helicopter or spare parts dealer.

#### What are the Challenges for Helicopter Buyers?

"The challenge for someone wanting to buy a helicopter is to have already lined-up a good maintenance facility, and to have a good handle on maintenance and parts availability," Roberts advises.

"If buyers can do that in advance, they should have a better ownership experience. Occasionally it's a problem. It's not specific to any niche – it's essentially a matter of researching the model you

want to buy. Buyers should find the actual maintenance shop they will use for that particular make and model and get input from other owners about their experience with that make and model," Roberts continues.

"And these are not just hypothetical questions, it's necessary to sit down at the facility and talk to the people who will be doing the maintenance work."

"I would say there are four big challenges facing buyers today," adds Clancy.

"They are: 1) Assessing whether available helicopters are priced consistently with the market; 2) deciding which helicopter offers the best opportunity given the numerous helicopters for sale; 3) judging whether the inspection investment to verify helicopter integrity is worth the initial agreed price for the helicopter, and 4) if a post-acquisition reconfiguration is necessary (assessing feasibility and costs).

"The solutions to these buyer-related challenges include doing your homework on the market and the helicopter under consideration," he continues. "Ask the seller for key technical specifications and data prior to agreeing on a price and by performing a comprehensive pre-purchase inspection.

"Buyers may want to solicit the assistance of an agent and/or service center to help make an 'apples-to-apples' type comparison with other competitive helicopters. Decide whether the helicopter's integrity is intact and is 'as advertised,'



# Corporate Concepts International, Inc.



## VVIP Boeing 737-200

- Always VVIP – Only 7,500 hours
- For Sale or Lease – Trades Considered
- Recent Interior / Exterior Refurbishment with new generation Cabin Management System
- High Speed Internet, CPDLC, FANS-1/A, ADS-B, Synthetic Vision and EVS
- Stage III compliant JT8D-17 engines
- Long Range Fuel – Extensive Spares Pkg.
- "C" Check and Landing Gear O/H in progress
- Video and full details at [www.flycci.com](http://www.flycci.com)



## Gulfstream G-V

- Enrolled in Corporate Care, CASP and HAPP
- FANS-1/A, WAAS/LPV, ADS-B and CPDLC, High Spd. Internet by Gulfstream
- New exterior paint by Duncan – Recent Interior Refurbishment
- Forward Galley – Forward and Aft Lavs
- Seventeen passenger – Current FAR Pt. 135
- Heater Ribbon ASC Completed
- Recent Engine Shop Visits



## Falcon 50-4 with Proline 21

- New generation Proline 21 avionics with WAAS/LPV and ADS-B
- Cost and fuel efficient Honeywell TFE731-4 engines with lowest MSP cost
- Engines and APU on Honeywell MSP Gold, avionics on CASP
- 24 month and engine MPI's in July 2019
- Recently Refurbished interior totally like new
- For Sale or Lease – CJ2 or CJ3 considered in trade

**Photos and Full Details at [www.flycci.com](http://www.flycci.com)**

**Coming – Off market Legacy 500 and Falcon 900EX with Winglets and Cockpit EASy II upgrades**

Dennis Blackburn  
+1.832.647.7581  
[blackburn@flycci.com](mailto:blackburn@flycci.com)

Chris Zarnik  
+1.919.264.6212  
[czarnik@flycci.com](mailto:czarnik@flycci.com)

Larry Wright  
+1.704.906.3755  
[lwright@flycci.com](mailto:lwright@flycci.com)



## "It is an interesting time to be buying and selling helicopters."

and determine which issues would need to be addressed post-acquisition, along with the associated costs.

"Leverage any of those issues in the final negotiation with the seller," he adds.

### Conversions Have Their Costs...

Given the specialized nature of some helicopter operations, a natural question is to wonder whether some helicopters are more difficult to sell than others, such as those equipped for helicopter emergency medical services (HEMS).

"Occasionally we see ambulance interiors go out of date and lose their demand," says Roberts. "There's a cost of returning those helicopters to their original configuration. But it goes both ways – and one in three [helicopters] has an interior that's out of date and there's a cost associated with upgrading it."

Clancy adds, "One of the challenges and opportunities is to decide whether it is economically viable to reconfigure a helicopter from one type to another. An EMS- or law enforcement-configured helicopter will require substantial cost and effort to not only remove the existing equipment and wiring, but then also time and effort to source a pre-owned standard corporate interior seating.

"It's typically easier, and more economical to reconfigure a corporate helicopter to HEMS or law enforcement than the other way around, he adds.

"This is similar to the challenges facing the offshore-configured helicopters for sale, which can be converted to a utility role relatively easily but are not candidates to reconfigure for corporate use since it's uneconomical for a number of reasons."

### Ultimately, Expertise Matters!

Clancy and Roberts both strongly advise would-be buyers and sellers to seek out experts in the make, model and mission profile they're trying to satisfy. "Get people on your team who are experienced in helicopter transactions," Roberts concludes.

"It is an interesting time to be buying and selling helicopters," Clancy adds. "I encourage sellers to make an investment in value improvements that allow the buyer to operate for a year or two without having to spend considerable sums after the acquisition.

"This will help differentiate your helicopter from a crowded field, maximize the resale price, and result in fewer days on the market."

And for buyers? "I encourage buyers to analyze on paper to narrow down the choices available, then follow-up with inspections on finalist helicopters. Buyers should also be patient, consider the MRO, reconfiguration, relocation, and direct maintenance costs carefully, and enjoy the process," Clancy concludes. ■

More information from [www.helicopterbuyer.com](http://www.helicopterbuyer.com) and [www.jetvend.com](http://www.jetvend.com)

# ELLIOTTJETS



2011 Challenger 300 - S/N: 20316  
WAAS/LPV, WiFi, Engines & APU on MSP Gold



1975 Falcon 20F-5BR - S/N: 324  
Pro Line 21, Engines & APU on MSP Gold, Pristine Condition



2000 Citation Excel - S/N: 560-5058  
Garmin G5000, Fresh Doc 6, RGB Colored LED Lighting, JSSI



2007 Lear 40XR - S/N: 45-2077  
Extended Range Fuel, Evolved Maintenance Program



2001 Citation Encore - S/N: 560-0564  
ADS-B Out, Low Time, Like-New Paint and Interior



2005 Lear 60SE - S/N: 60-0286  
Engines on ESP Gold, ADS-B Out, 2014 P&I



2017 HondaJet - S/N: 42000046 - \$3,250,000  
Engines on EMC2, Like-New Condition



2017 TBM 930 - S/N: 1189  
515 TTSN, Warranty & MX Through 9/2022, Pilot Door

**BROKERAGE • ACQUISITION • TRADES**

sales@elliottjets.com 844.937.5387 | 309.558.2050 (Int'l)

elliottjets.com

***Gulfstream G650ER • S/N 6255***



***Gulfstream G550 • S/N 5265***



***Gulfstream G450 • S/N 4189***



***Gulfstream G450 • S/N 4148***



***Gulfstream GIVSP • S/N 1434***



***Gulfstream G150 • S/N 216***



***Falcon 2000 • S/N 161***



***Falcon 900EXy • S/N 122***



**jeteffect**

Los Angeles • 562.989.8800

Palm Beach • 561.747.2223

Dallas • 214.451.6953

Atlanta • 334.502.0500

Virginia Beach • 757.821.2921

South Carolina • 803.345.6000

email: [info@jeteffect.com](mailto:info@jeteffect.com) • [www.jeteffect.com](http://www.jeteffect.com)



**Challenger 650 • S/N 6086**



**Challenger 604 • S/N 5576**



**Citation X • S/N 750-0121**



**Citation XLS+ • S/N 560-6011**



**Citation Encore • S/N 560-0568**



**Learjet 40XR • S/N 2044**



**King Air 250 • S/N BY-178**



**King Air 350 • S/N FL-47**



**jeteffect**

Los Angeles • 562.989.8800

Palm Beach • 561.747.2223

Dallas • 214.451.6953

Atlanta • 334.502.0500

Virginia Beach • 757.821.2921

South Carolina • 803.345.6000

email: [info@jeteffect.com](mailto:info@jeteffect.com) • [www.jeteffect.com](http://www.jeteffect.com)



# GAMA Q3 Shipment Report Analysis



This is becoming a very good year for business jet deliveries. Less so for business turboprops. Who gained and who lost the most among the aircraft OEMs in the General Aviation Manufacturers Association's latest shipment report? Mike Potts assesses...

**G**AMA issued its Q3 2019 new airplane shipment report in November, and it looks like we're going to have the best year for business jet deliveries for a decade. Jet deliveries reached 516 units for the first nine months of the year, and the market's on course to finish 2019 in the 770-780 range, eclipsing the 763 recorded in 2010.

Sadly, the other segments – turboprops and pistons – are not doing so well. Pistons (while up 12.3% over a year ago) are displaying underlying market weakness, and the situation in the turboprop market is very poor with deliveries down 11.6%.

Overall the market looks pretty good with total airplanes Year to Date (YTD) coming in at 1,742 units, up 7.3% from 1,623 a year ago. Billings are up 16% at \$14.8bn versus \$12.8bn in the same period last year, a gain entirely attributable to the strength of the jet market.

## The Business Jet Market

Of the 10 jet OEMs actively reporting to GAMA, eight had better results YTD than a year ago. Looking at just Q3 2019 vs Q3 2018, six of the companies are up and three are even. Dassault, doesn't report in Q1 or Q3.

Leading the jet market is Textron's Cessna unit with 135 deliveries YTD, up 8% from the 125 reported in 2018 YTD. For just Q3, Cessna is up 9.76% with 45, up from 41.

Gulfstream is second for jet deliveries with 103, up a remarkable 30.38% YTD compared to last year when it had 79. For just Q3, Gulfstream delivered 38 airplanes, compared with 27 in 2018 (+40.74%). Normally when companies have gains in the 40% range it's because the numbers are comparatively small. For a company the size of a Gulfstream to have such a gain is spectacular.

Coming third was Bombardier with 90 deliveries YTD. Bombardier is the only jet OEM with negative results, down 6.25% versus last year's 96 units YTD. For just Q3, Bombardier matched its 2018 total with 31 deliveries. Embraer held fourth spot with 63 deliveries YTD, and 27 in Q3 alone. Embraer's up 14.55% over the same period in 2018, and 12.5% over Q3 2018 (24 units).

Newcomer Cirrus has the best-selling business jet. The SF50 Vision Jet shipped 52 units, up from 41 last year (26.83%). That put the company in fifth place. In Q3 alone Cirrus made 21 deliveries, up 31.25% from 16 in Q3 2018.

Cirrus's rapid climb in the jet market strongly





# THE PRIVATE JET COMPANY

## For Immediate Sale



### **2010 HAWKER 4000 S/N RC-46**

2,036 Hours, BPU/Load 20, MSP + ESP Gold,  
ADS-B, Dual HF, EASA, Make Offer



### **2008 HAWKER 4000 S/N RC-10**

1,095 Hours, BPU/Load 20, MSP + ESP Gold,  
Dual HF, Part 91, Make Offer



### **2004 CITATION CJ3 S/N 10**

3,540 Hours, Tap Elite, Proparts, ADS-B Out, WiFi,  
2016 Interior, 2017 Paint, Make Offer



### **2002 GULFSTREAM GIV-SP S/N 1484**

2,900 Hours only, 2016 New Paint & Interior, WiFi,  
High Pedigree, Asking \$5.5m



### **1996 PILATUS PC-12 S/N 127**

4,675 Hours, Gross Weight Increase Mod,  
De-Ice Boots, Excellent Condition, Make Offer



### **2002 HAWKER 800XP S/N 258555**

4,210 Hours, MSP Gold, ADS-B, WiFi,  
Make Offer

**+1.561.691.3545**

**Info@ThePrivateJetCompany.com**

underscores GAMA's contention that new aircraft drive the market. Similarly, Cessna's Citation Latitude, currently the market's largest-selling twinjet (42 deliveries so far in 2019) first entered the market in August 2015, about a year before the SF50 Vision Jet.

Sixth place went to Pilatus, whose PC-24 made its first delivery in February 2018. The PC-24 has made steady and regular gains in the market ever since, and this year 27 have been delivered YTD, up from nine a year ago (+200%). For Q3 alone, Pilatus delivered 11 jets, up from six at this time last year.

Close behind Pilatus, but unlikely to catch them, is Honda with 25 deliveries YTD. Honda is up 19.04% from a year ago when 21 units were shipped. For Q3, Honda is up with eight deliveries, compared with four in Q3 2018. Although also new, the HondaJet has not enjoyed the same market acceptance as some of the other new entries.

Trailing Pilatus and Honda in eighth place is Dassault with 17 deliveries reported so far, up from 15. Because they report only at the end of Q2 and Q4, Dassault's position in the market at the end of Q3 can only be guessed at. Based on prior performances Dassault is likely close to – and perhaps ahead of – Honda and Pilatus. Barring anything unexpected, look for Dassault to finish the year in seventh place.

Bringing up the rear in jet deliveries are Boeing and Airbus. Airbus is slightly ahead with three deliveries YTD while Boeing has reported a single delivery, down significantly from the five reported between January and September in 2018.

ONE Aviation, meanwhile, has not reported any Eclipse deliveries this year or last. But their position in the GAMA listing is evidence it continues to support the type certificate and may one day return to the market.

### The Business Turboprop Market

And now for the less impressive news. The turboprop segment appears to be in trouble. Could some of the gains in the jet market have partially come from customers who might previously have chosen a turboprop?

Since Q2 we have one less independent turboprop OEM, although that's not bad news. Quest has been acquired by Daher, and production continues. With seven turboprop OEMs now reporting to GAMA, only one had better YTD results than in 2018. For Q3 alone, one was ahead and two were level with their Q3 2018 performances.

Although GAMA reported 349 turboprop deliveries YTD, down 11.6% from 395 last year, these numbers include agricultural airplanes (Air Tractor and Thrush). Counting just the traditional business turboprops, deliveries were down 10.58% (from 274 units to 245). For just Q3, business turboprops were down 15.15% from 99 units to 84.

Textron's Beechcraft led the segment with 61 deliveries YTD, up from 59 a year ago in the same period (+1.7%). That marginal gain was enough to pull



Beechcraft from second in turboprop deliveries this time last year to first place now.

Beechcraft's lead is narrow (five units) and could change depending on which company experiences the strongest Q4 sales surge, but in Q3 alone Beechcraft was up 15.79% with 22 deliveries, up from 19 last year.

Textron's Cessna unit occupies second place with 56 shipments, down 6.67% from the 60 recorded this time last year. For Q3 2019, Cessna was down even more with 17 deliveries, off 29.16% from 24 in Q3 2018.

Third place went to Pilatus (51 units, down 3.77% from the 53 reported last year). For Q3, Pilatus was down a single unit at 20, compared to 21 in Q3 2018.

And Daher (combined with Quest) captured fourth position with 45 units, down 15% compared with last year. Daher accounted for 30 units in the total, and Quest 15. Last year, the combined totals would have rendered a combined 53 (Daher accounting for 33 and Quest 20).

Piper came fifth with 25 units, down 34.21% from the 38 shipped between January and September 2018. For Q3 alone Piper was down from 15 units to 11. The remainder of the turboprop market includes Pacific Aerospace (five units YTD, down from eight in 2018), and Piaggio, down from three units to two.

### Mike Potts' 2019 Forecasts...

Business jet shipments will almost certainly reach numbers we haven't seen since the first decade of the century (see more precise projection above). Meanwhile, we can always hope for a turnaround in the turboprop segment, but don't count on it.

With turboprop deliveries continuing to lag, look for shipments in this category to finish in the 520 to 525-unit range, with traditional business turboprops recording somewhere between 365-370 deliveries in 2019. ■

More information from [www.gama.aero](http://www.gama.aero)



Mike Potts is respected industry-wide as an aviation journalist. He has worked in the communications departments of Beech Aircraft, Sino Swearingen and M7 Aerospace, and has been analyzing GAMA's delivery reports for AvBuyer since 2003 where he has built an excellent track record for accurate shipment predictions. Contact him via [msmkpotts@aol.com](mailto:msmkpotts@aol.com)



# TAKE DELIVERY OF PEACE OF MIND.

Brokerage. Finance. Maintenance. Training.



2015 Embraer Phenom 300



2017 SF50 Vision Jet



2019 Citation M2

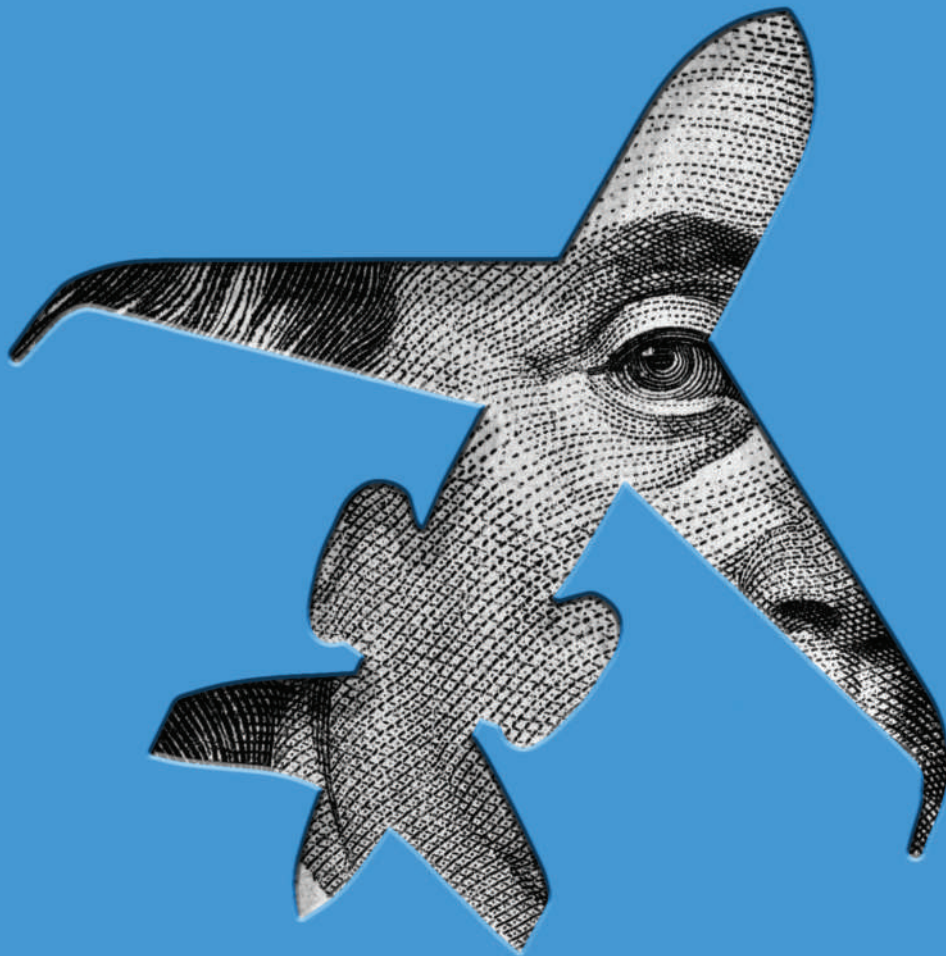


2006 Hawker 850XP

Join over 2,000 clients who have trusted Lone Mountain Aircraft  
to help them navigate the complexities of aircraft ownership.

888-LONEMTN (566-3686) INFO@LONEMTN.COM

# Hire us and pocket our Market Intelligence



AEROBUYNOW.COM

**AeroBuyNow**   
AIRCRAFT BROKERAGE

# Exclusive Listing



## BELL 429 MSN 57086

Less Than 500 Hours TSN!  
4 Axis Autopilot  
3rd PFD  
Auxiliary Fuel Tank  
Single Evaporator Air Conditioning



## EMBRAER PHENOM 100 MSN 50000293

Less than 1000 hours  
Airframe on EEC  
Engines on ESP Gold  
ADS-B out  
CVDR, SVS, TAWS, TCAS1, Chartview



## BOMBARDIER LEAR 45 MSN 45-287

Only 4,369 hours  
Engines and APU on MSP Gold  
Double Club 8 pax Interior w/ Belted Toilet  
ADS-B out - LPV - SSDTU  
Honeywell EGPWS



## SIERRA INDUSTRIES FJ44 EAGLE II 501SP

Williams FJ44-2A Engines on TAP ELITE @35 SMOH  
Executive 7 Pax Interior - 2 Stretchers Available in Addition  
Sierra Industries Eagle II Wing Mod  
Garmin Avionics - L3 I-Link MFD - TCAS  
43,000 Ft Ceiling - 12,500 lbs MTOW - 1,500 NM Range @ 0.7 Mach Cruise Speed



## HONDAJET HA-420 MSN 42000018 & MSN 42000035

Garmin 3000 Avionics  
GE Honda HF120 Aero Engines  
Exclusive Honda Guaranteed Buy-Back Option  
Exclusive All-Inclusive Flexible European OPS Package  
43,000 Ft Ceiling - 12,500 lbs MTOW - 1,400 NM Range @ 0.75 Mach Cruise Speed



## Beechcraft King Air B200 MSN BB1701

Only 5,109 hours  
PT6A-42 Engines @ 4100 TBO - On Partial JSSI - 1430 TSO - 253 TSHSI  
Props due in 2022/2023  
Frakes Exhaust Stacks  
No Damage History





# Buying a Jet?

## Understanding the Advert Abbreviations (Part 1)

You've read the listings of aircraft for sale and noticed the terms and abbreviations – some of which you may not be familiar with. In this series, Ken Elliott delves into the complexities of the terms used by aircraft brokers to help provide some clarity.

**B**y necessity of space and cost, publications and websites advertise business aircraft for sale using abbreviations, acronyms and short-form descriptions, as provided by the seller or their broker. Brochures and specifications sheets use a similar practice, though to a lesser degree.

Following, we will 'break out' some of the frequently used terms with comments on their relevance, highlighting noteworthy aspects to potential buyers.

Let's begin with a typical example of a short-form advert:

- **Aircraft Type, Year of Production, Serial Number** RRCC/MSP Gold/HAPP/JSSI Parts/CAMP/Batch 3/FANS 1A/SBAS/LPV/WAAS/TCAS 7.1/ADS-B Out; Fresh 12C Inspection; New Paint and Interior with completion date.

While the full meaning and implications of the above description will be familiar to many, for those entering the business aircraft market (or who function indirectly to transactions) the meaning could be a challenge to translate into meaningful data.

Broadly speaking, the details of an aircraft summary will commence with the aircraft itself, assuming the reader has predetermined the baseline requirement in terms of mission purpose and necessary performance. The summary is designed to highlight the uniqueness of the serial number on offer and not the type of aircraft already selected.

Above all, the summary attempts to differentiate an aircraft as superior to others of a similar type that may also be for sale.

However, there may be several types of aircraft well suited to the buyer's general requirement, leading to a decision based on 'uniqueness of equipage', level of operations certification and



Ken Elliott is a veteran with 52 years of aviation experience focused on avionics, in General and Business Aviation. Having a broad understanding after working in several countries on many aircraft types and avionics system, he has contributed to several work groups and committees, including for NextGen, Airport Lighting, Human Factors, Unmanned Aircraft and Low Vision Technology. In retirement, he is striving to give back the knowledge gained with an eye on aviation's future direction.



factory options installed.

Clearly, the most significant factor in aircraft selection relates to the 'intended operational requirements'. That goes beyond the routes to be flown and details of payload to include the regions in which it will be operating.

Once this is established, it will drive the need for certain equipage, as well as maintenance and service provider programs. Who will be occupying the cabin seats? If the aircraft is to be used for company-only business, it will have a different set of requirement criteria than if intended to operate on an FAA Part 135 certificate, for example.

Essentially, the specification of an aircraft to be transacted is all about the operating envelope. With that in mind, the breakout of terminology will include comments in reference to the intended future operation of an aircraft for sale.

**Table A: Grouping the Descriptive Abbreviations Used in Aircraft Transactions**

GROUPING	DESCRIPTION
Aircraft Primary	Model & Year of Manufacture
Aircraft Times & Cycles	Total Hours & Number of Times Flown
Programs	Tracking - In-Service - Warranty
Options	Typical Factory Options, Available or Included
Enhancements	Avionics - Winglets - LED Lights
Status	Service Currency - Aircraft Condition - Operating
Configuration	How is the Overall Cabin Laid Out?

The following paragraphs address:

- Aircraft Primary
- Times & Cycles and
- Partial Coverage of Available Programs

#### Aircraft Primary

Let's begin with an example from a fictional aircraft for sale listing advertisement:

- Dassault Falcon 2000EX EASy, 2006, Serial Number XXX

This would appear self-explanatory, if you assume the reader has already narrowed their aircraft search to a Dassault Falcon 2000EX. The 'EASy' alludes to the aircraft's technology level. Technology: EASy (representing 'Enhanced Avionics System') is a Dassault term specific to the Honeywell technology suite and embodies different levels. The EASy II upgrade has optional improvements that are subject to a prior change to the baseline, while 'EASy III' refers to a newer package being installed on the latest Dassault aircraft.

For any aircraft, the technology package is crucial and can be a significant driver of the aircraft price. That's because upgrades to meet operational requirements can cost hundreds of thousands of dollars. It is therefore advisable for buyers to be very sensitive to the technology status of the aircraft under review.


Another technology term that can often be seen in an aircraft listing is 'Batch 3' and refers to 

Table B: Some of the Popular Airframe Maintenance Programs Available Today

AIRFRAME PROGRAMS (SHORT FORM)	AIRFRAME	NOTES
FalconCare	Dassault	Tip to Tail (inc. up to C Insp.)
PlaneParts	Gulfstream	Cost per hour parts replacement
Smart Services	Bombardier (inc. Learjet)	Smart Parts (+ Options)
CAMP MTX	All	Maintenance Tracking
MyCMP	Gulfstream	Maintenance Tracking
CAMP Cescom	Textron-Cessna	Maintenance Tracking
Traxxall	All	Maintenance Tracking
JSSI	All	JSSI Programs include Tip to Tail, Airframe, Unscheduled, Parts & Leasing
Flightdocs	All	Maintenance Tracking
ProParts/ProTech	Textron-All	Equipment & Wear / Line Service
Pre-Buy Assurance	Textron-All	OEM Pre-Buy Program
ARCS	Gulfstream (Records & Condition Survey)	OEM Pre-Buy Program
MSP-MPP	Maintenance Protection Plan	Part of a Honeywell umbrella program
Extended Care	Textron specific aircraft	Extends existing warranty
EEC	Embraer - All	Executive Care (with options)

## "What's included in an upgrade is crucial."

a level of avionics associated with Bombardier aircraft.

**Year-of-Manufacture:** The model year is always important. Not only is each aircraft different in its appearance, it may also be different in its equipment. The equipment can include both factory options and post-delivery third-party solutions. Often manufacturers will change the baseline equipment with their own updated versions.

These may be as simple as a software upgrade, or much more complex such as major hardware and wiring upgrades.

And, of course, the manufactured year is also an indicator of an aircraft's age which, in turn, can be compared to hours flown and offer an indication as to a high- or low-time airframe. It can also be an indicator as to the anticipated stages of inspection and maintenance due.

**Serial Number:** The baseline technology can automatically include provision for, or completed and in-service options. It is very important to understand the baseline aircraft across a range of serial numbers though. Where does the candidate aircraft sit within that range? This can be very confusing, even to industry veterans.

What's included in an upgrade is crucial and could boil down entirely to the aircraft's serial number, because within options are sub-options that could be as simple as software level but are crucial to receiving flight clearances on certain international routes.

That's why it's vital for buyers to know exactly what they want to do with the aircraft, and for how

long. Removing an interior to gain access for installation of additional wiring, or adding an antenna is no fun for the owner. By understanding the listing, buyers can get in front of the purchase and control the outcome.

### Aircraft Times and Cycles

As an example, our fictional aircraft for sale listing might include the following data covering aircraft times and cycles:

- TTAF – 5,130/Ldgs – 3,020

The Total Time Airframe (TTAF) or Hours and Landings (Ldgs), refer to the airframe as a whole and not the engines.

The total time is the amount of time the airframe has remained airborne and the landings refers to the 'cycles'.


Cycles represent the up-and-down transition of the aircraft's landing gear that is used to trigger a consecutive count, or (as in this case) the application of the weight on wheels as the aircraft touches down and settles its full weight on the nose and main landing gears, if already in the down position.

Because a different history is possible, the engines will have a different time to the airframe...

Traditionally, engine time is counted the same as airframe time, but the engine manufacturers carefully monitor the engines' start-stop events and the total running time of each. The actual engine time would be greater if the engines had never been changed.

**Additional Comment:** Buyers should be careful to analyze the airframe and engine logbooks, to ensure the accuracy of the stated measurements. Also





## AIRCRAFT LOAN APPROVAL SPEEDS AT FULL THROTTLE!

Something we've been doing continuously for over 30 years.

**Fast:** Our customers brag about our loan approval and closing speeds.

**Easy:** In-house closing team means a cost effective and streamlined process.

**Flexible:** We offer fixed and rotary wing financing solutions for owners and operators.

**Experts:** Loan officers with over 100 combined years of aircraft lending experience.

**Stable:** We are part of a banking institution that has been in business for over 150 years.

Contact:  
Greg Holst  
Aircraft Division President  
574 235-2037  
[holst@1stsource.com](mailto:holst@1stsource.com)

 **Source<sup>®</sup>  
1st Bank** Member  
FDIC  
**Specialty Finance Group**

[1stsource.com/aircraft](http://1stsource.com/aircraft)

Table C: Some of the Popular Engine Maintenance Programs Available Today

ENGINE PROGRAMS (SHORT FORM)	ENGINE-APU MANUFACTURER	NOTES
FalconCare	Dassault	Tip-to-Tail
RRCC	Rolls-Royce (CorporateCare)	Also the new 'Enhanced'
ESP	Pratt & Whitney (P&W)	Eagle Service Plan- 4 levels
OurFAST	P&W	Engine Health+ Program
MSP	Honeywell	Different levels of support
Power Advantage (+)	P&W PT6	Textron - Beechcraft
EMC2/EMCb	HondaJet	Hands -off/Parts only
OnPoint	General Electric	One complete and inclusive
JSSI Engine/JSSI APU	Many airframes	Engine & APU separate
CAMP DAC	P&W Textron-Cessna	Designated Analysis Center
CAMP EHM	P&W and Honeywell	Engine Health Monitoring
Note, the aircraft's APU may be from a different provider than the engines.		

"There is a plethora of programs that are available to operators, either from the manufacturers or from third parties."

ensure the existing computerized maintenance tracking accurately reflects the written record. Logbook reviews are part of a pre-purchase inspection and should not be hurried. Note: Times and cycles also refer to the aircraft APU, for those aircraft that have one.

### Programs

Relating to programs, our fictional aircraft for sale listing might include the following data:

- CAMP; HAPP; ESP GOLD; APU-MSP

There is a plethora of programs that are available to operators, either from the manufacturers or from third parties. Programs found within aircraft transaction information are designed to show that the aircraft has had excellent post-delivery maintenance tracking and support.

Other listed programs could include parts replacement, and sometimes there are complex programs at different option levels coming directly

from the aircraft or equipment manufacturer.

Buyers should be careful when they review aircraft descriptions. Programs may be listed as either 'eligible' or 'enrolled', two very different scenarios.

Not surprisingly, there are many short form descriptions of these programs. Table B (previous page) covers some of the popular airframe programs, while Table C (above) highlights the frequently offered engine (and APU) programs. Finally, Table D (below) details the avionics programs buyers might read about in an aircraft listing advertisement.

Separately, and not covered here, are Service Provider programs. These are typically reset during an aircraft transaction and are necessary to operate some of the cabin and cockpit communication and data systems.

The Service Provider acts as the agent between the aircraft's Satellite, Wi-Fi, Weather, VHF data link, Flight Information equipment, and the ground or space radio frequency service.



Table D: Some of the Popular Avionics Maintenance Programs Available Today

AVIONICS PROGRAMS (SHORT FORM)	DESCRIPTION	NOTES
CASP	Corporate Aircraft Service Program	Collins Aerospace Avionics with 3 levels of support
MSP-HAPP	Honeywell Avionics Protection Plan	Avionics part of an umbrella program
JSSI	Tip-to-Tail, or Airframe	Includes Avionics
FalconCare	Dassault	Tip-to-Tail
ProParts	Textron - All	Equipment
Smart Services	Bombardier (inc. Learjet)	Smart Parts (+ Options)
MyCMP	Gulfstream - All	Tracking, inc. Avionics

# Gulfstream G450

2008 SERIAL NUMBER 4108



## Highly Equipped and Turn-Key Condition!

- Two U.S. owners since new
- Enhanced Nav Package
- New paint in 2017
- FANS 1A/CPDLC and ADS-B Out
- Full maintenance programs
- Synthetic Vision



# Falcon 2000LX

2011 SERIAL NUMBER 228



## The 2000LX You've Been Searching For!

- Newest 2000LX currently available
- Very low time
- Former Falcon demonstrator
- Enrolled in Falcon Care, ESP Gold, MSP
- One owner - U.S. registered





# SAFETY WITH SERVICE

- Aircraft Registry offering high service levels and a quality international reputation
- High regulatory standards
- Neutral nationality registration prefix 'M'
- Secure mortgage register
- European time zone
- Aircraft Awaiting Commercial Lease Service
- Cape Town Convention implemented
- Largest European based, dedicated private and corporate aircraft register
- Competitive scheme of charges



**tel:** +44 (0)1624 682358 **email:** [aircraft@gov.im](mailto:aircraft@gov.im)

**web:** [www.iomaircraftregistry.com](http://www.iomaircraftregistry.com)

**twitter:** @IOMAircraftReg **linkedin:** Isle of Man Aircraft Registry

## BUYING & SELLING AIRCRAFT

[AVBUYER.com](http://AVBUYER.com)

**Airframe Maintenance Programs:** In recent years aircraft manufacturers have delivered aircraft with freshly initiated service programs (also considered maintenance tracking) that serve to bolster the existing warranty commitment. It is noteworthy that factory warranty, in some cases, only covers unscheduled maintenance. In those instances, operators still need to cover the cost of inspections or due items.

Traditionally, clients would separately approach third parties for maintenance tracking. The same original providers have now succeeded in persuading the aircraft OEMs to package their various programs in with new platform sales.

**Engine Maintenance Programs:** Many pre-flown aircraft operators engage in engine (and APU) OEM programs through their preferred maintenance provider. Their Maintenance Repair Organization (MRO) may have multiple sites and mobile repair teams to remove or service the engine on-site (on-wing).

By setting up their support needs this way an operator can rely on the MRO to conduct the labor and arrange, either in-house or externally, the engine service. Importantly, the MRO will complete

necessary engine work and return to service (RTS) the aircraft. The MRO can also be the aircraft OEM—it's all a matter of customer preference.

**Avionics Maintenance Programs:** Most aircraft will have avionics from several different manufacturers with a primary suite as the overarching technology.

A good example, outside the primary suite, is cabin equipment — and especially Wi-Fi. Buyers should always remember to check which avionics are covered by the various service plans to avoid a surprise when the system that fails the most is not covered by the purchased program.

Next month, we will continue this series with a look at Aircraft Options, Enhancements, Status and Configurations. ■

*Disclaimer: The summaries and tables provided within this article are NOT fully inclusive and are meant to provide those abbreviations and programs commonly found.*

*Various programs have several options, including different levels of service. It is not possible to include all of them here. It is assumed this article will help guide the reader to seek further information by knowing where to begin within the complex architecture surrounding an aircraft transaction.*

# 1992 Gulfstream GIV - Nicest GIV On The Market



**Serial Number:** 1188  
**Airframe TT:** 3893  
**Landings:** 2409

- WAAS/LPV/SBAS
- ADS-B FANS-1/A
- AirCellGoGoBiz ATG-5000 Wi-Fi
- Corporate Jet Support Briteparts
- Honeywell Avionics Protection Plan
- APU On MSP

## Engines

Rolls Royce TAY611-8  
 S/N: 16479 16482  
 TSN: 3893 3893  
 CSN: 2409 2409  
 TSOH: 1554 1554

## APU

Honeywell GTCP36-100  
 Total Time: 2,989 Hours

## Avionics

Honeywell 6 tube SPZ-8000 EFIS with DU-880 displays  
 • 2 Collins VHF-422C Comms  
 • 2 Collins VIR-432 NAV's  
 • 2 Collins ADF-462  
 • 2 Collins DME-442  
 • 2 Collins TDR-94D Mode S/EnhFlt ID with ADS-B Out (meets DO260B U.S. mandate requirements for 2020)

## Interior

- Interior is a 9.9/10 • Front and Aft Lavatories
- Forward Galley with microwave/convection oven and Nespresso machine
- New Aircraft Modular Products model 2524.014.01 club seats, four conference seats and two divans covered in Venezia/Luna leather

## Exterior

- Painted March 2013 By Duncan Lincoln • 9.5/10

## Additional Equipment

• RVSM • RNAV/ RNP-5 • Honeywell HAPP Program  
 • Rockwell Collins RTU-4220 Radio Tuning Units • Marker Beacon System • 2 FZ-820 Flt Guidance Comp • Honeywell LP-850 Lightning Sensor • StbyAltimeter • Flight Display Systems 22" Forward Monitor • Precise Flight PulselghtSystem • Dome Lights, and Reading Lights



**Sky Aviation Holdings LLC**  
 Pompano Beach Airport, 751 NE 10th  
 Street, Pompano Beach Florida, 33060,  
 United States

**Tel: +1 (754) 800-6310**  
**E-mail: sales@skyaviationholdings.com**  
**www.skyaviationholdings.com**



# Upsizing Your Jet? Here's How to Manage the Process

David Wyndham highlights the steps to follow when exploring whether to upsize your business jet. Plan carefully to avoid complexities that can lead to disproportionately high costs...

**F**irst, you need to identify your aircraft needs before considering the candidate aircraft that will meet them. When buying a larger aircraft, the first objective is to make sure you're not going to regret the decision later.

You should keep in mind that when you upsize your aircraft to an aircraft of a similar age (or

newer), not only will you spend more but you'll also increase the overall complexity and operating costs too. So it's vital to establish exactly what the value of upsizing will be before you move forward.

## What are the Benefits of Upsizing a Jet?

The benefits of upsizing your business jet typically fall into three main categories: comfort, range and



seats. For example, if you upsized from a Mid-size Jet into a Large Cabin Jet, you could expect an increase in cabin height of between four and six inches, and a flat floor would make it significantly easier to walk around.

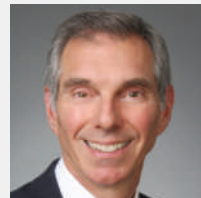
Upsizing your jet could also mean a larger lavatory and galley, additional passenger seats, more room for baggage, and an increase in range. While this all sounds highly beneficial, you must first clarify whether all these extras are a need or a want?

#### Examine Your Typical Trip Profile

When examining a client's trip profile, I tend to look closely at the frequent city pairs and passenger loads, identifying the mission requirements the client's current aircraft cannot fulfill.

Although an aircraft that flies 2,000nm with eight passengers cannot fly non-stop from Miami to Seattle, how often is that trip really necessary? Stopping for fuel in Kansas would add

David Wyndham is vice president of Conklin & de Decker, a JSSI Company, where his expertise in cost and performance analyses, fleet planning and life cycle costing are invaluable. He's formerly an instructor pilot with the US Air Force. Contact him via [david@conklindd.com](mailto:david@conklindd.com)



approximately an hour each way to the trip. If you flew that trip once per quarter, would the eight hours' flight time saved annually with a larger jet be worth the cost of upsizing?

In this scenario it may be less costly to utilize other options such as charter, jet cards and fractional ownership.

The determining factor when considering whether to upsize is the key mission for the aircraft. What is the one trip your aircraft must perform to be successful at its mission? If your Seattle-based company has just acquired a major operating location in Miami, then flights between those two cities are likely to become a key mission requirement as the frequency of the trips increases.

#### Justifying Increased Complexity and Operating Costs

Part of the mission analysis centers around the cost to upsize and the overall benefits of operating a larger aircraft. As noted above, with bigger jets come extra cost and complexity.

A larger aircraft may have more complex systems, and those systems will probably cost more to maintain. A larger aircraft will be heavier and require larger, more powerful engines which burn more fuel and will be more costly to maintain.

#### Don't Bite off More Than you can Chew...

You must avoid spending more on a larger aircraft you can't afford to operate. But how can you tell what an aircraft will cost to operate in the first place?

Let's imagine you upsize to a pre-owned Large Cabin Jet from a Mid-Size Jet. The initial upgrade requires an investment of \$6m, and some of that outlay will be retained in the future value of the aircraft (but not all of it).





“...advanced planning is always necessary to ensure the larger aircraft is truly needed...”

You need to keep in mind that the added variable operating costs will also increase, in this case as much as \$500 per hour (which is \$200,000 per year, based on 400 hours operations annually). And you could expect fixed costs to rise another \$200,000 for additional training, insurance and salary increases for the pilots.

So, does the benefit equal or outweigh the extra cost (see Table A, below)?

Table A: Aircraft Upgrade Cost Analytics

Current Aircraft	Mid-Size Business Jet
Current Market Value	\$5.5m
Variable Operating Cost/Hour	\$2,800
Fixed Operating Costs/Year	\$565,000
Upsize Aircraft	Large-Cabin Business Jet
Current Market Value	\$11.5m
Variable Operating Cost/Hour	\$3,300
Fixed Operating Costs/Year	\$765,000
Increased Annual Budget (400 Hours)	\$400,000

Upsizing Your Jet? Get it Right First Time

If you do decide to upsize, make sure you are scaling up enough. If you conclude there is significant value in acquiring a larger aircraft, then upsize enough to allow for further changes in the future.

To get that right requires a thorough plan. You may be seeking a larger aircraft to fly non-stop from Seattle to Miami with six passengers right now, but is there likely to be a need to carry 10 to 12 passengers on that trip in the future?

You should have an up-to-date aircraft needs analysis that discusses what the current and future aircraft requirements are, differentiating required and desired criteria.

Finally, don't forget to measure the height of your hangar door. Imagine everything going smoothly until the day you take delivery and find the aircraft doesn't quite fit. Your hangar door may be 24 feet vertically, but that won't be much good if your new aircraft has a tail height of 26 feet. Likewise, the wingspan may not fit in a shared hangar.

Although it is rare, I have seen a new, larger aircraft sitting outside of the hangar because it doesn't quite fit and there is no other hangar space available at the airport. This serves as yet another reminder to carefully consider all the other things that must also be upsized with your aircraft.

As with any acquisition, advanced planning is always necessary to ensure the larger aircraft is truly needed and the model you ultimately choose will offer value in return for the additional cost. ■

# **Corporate Concepts International, Inc**

## **VIP Boeing 737-300 VIP**

- *New paint to be completed in December 2019*
- *Never a commercial airliner – Recent Major Inspections*
- *42 passenger VIP interior with Forward Airstair*
- *Low total time – Engines upgraded and enrolled on GE On-Point*
- *High Speed Internet, FANS-1/A, CPDLC, and ADS-B for 2020*



***For Sale, Lease or ACMI Lease – Long range fuel –  
Engines enrolled in GE On-Point – Stage III Noise certified***

***See [www.flycci.com](http://www.flycci.com) or contact us for additional details***

***Coming – Ultra long range, wide body VVIP jet with all major inspections,  
overhauls and upgrades – Contact Dennis Blackburn for details***

**Dennis Blackburn**  
**+1.832.647.7581**  
**[blackburn@flycci.com](mailto:blackburn@flycci.com)**

**Chris Zarnik**  
**+1.919.264.6212**  
**[czarnik@flycci.com](mailto:czarnik@flycci.com)**

**Larry Wright**  
**+1.704.906.3755**  
**[lwright@flycci.com](mailto:lwright@flycci.com)**



With a focused approach on global excellence and creativity, Andre Fodor has managed flight operations for the U.N. and Flight Options as well as being a senior demonstration pilot and instructor for Embraer Aircraft. He is the Aviation Director for his current employer.

# Buying a Jet? Three Tips for Your Pre-Purchase Inspection

Are you looking for some practical insights on business aircraft pre-purchase inspections? Andre Fodor, aviation director, Johnsonville, offers his three top tips for getting the best out of the process...

Sitting at the doctor's office, the flu-like symptoms had resulted from a lowered immune system that had broken down during the delivery of a brand-new business jet. It all started in early October when the principal told me he'd decided to upgrade the company aircraft and purchase his dream Ultra-Long-Range Jet. Not only that, he wanted the transaction done before the end of the year for tax purposes.

Usually, the prospect of another project dealing with a zero-time aircraft, choosing every detail would be very exciting to me. But I was about to embark on a trip to Israel that I couldn't reassign. I was pressed for time, with the added pressure of deadline anxiety.

The conversation with the doctor was straightforward. "I can't be sick right now – I need to perform." With a heavy dose of antibiotics running through my body, I travelled to the delivery

center to begin the acceptance inspection of the new aircraft.

Over the course of my career there have been too many occurrences of tight deadlines surrounding aircraft inspections. Yet the acceptance inspection is a critical opportunity to identify problems. It's at risk of becoming a wasted opportunity if it's muddled by timing issues.

The pre-delivery/pre-purchase inspection is essential because it's the right time to carefully inspect and investigate flaws, manufacturing blemishes, paint mishaps or penmanship slips in the aircraft's logbooks.

That is why it's better to not schedule one against other deadlines driven by the end of a tax cycle, or merely the hunger of an OEM to close a deal in the current fiscal year. To approach the pre-delivery/pre-purchase inspection with the necessary care, it's important to develop a plan to get the process done within your time frame.





You probably have a strong support network, and the pre-purchase inspection is a critical time to start delegating and trusting them. Following are some key items in the pre-delivery/pre-purchase inspection that may affect an aircraft.

#### 1) Inspect the Logbooks

When facing a pre-purchase inspection, the first thing that comes to mind should be the physical inspection of the aircraft's logbooks. These can be great storytellers. A thorough inspection of all documentation will give a very good indication of the quality of the aircraft you're about to accept.

When dealing with a new aircraft, the logbooks will tell you about the build process and if there were mishaps or repairs that happened during the manufacturing process.

For pre-owned airplanes, they'll tell you much more, including who were the many hands that touched the airplane during its life of maintenance,

and how reliable the aircraft has been (including whether any systems have been consistently problematic).

A clean, well-organized logbook reflects how the operator has cared for the aircraft. Consider it the ultimate certificate of pedigree.

Beyond what's in the logbooks, an astute inspector will also notice what is not in the records. As an example, has any preventive maintenance been undertaken to pre-empt and control corrosion? Were optional service bulletins followed to keep the airplane at its optimal level?

#### 2) Hire the Right Team

While certainly not an expert in every aircraft that I buy, through many years of involvement in aircraft acquisitions I have a good idea of what to look for.

I will still always engage the most knowledgeable people to my delivery team, though. These individuals will be able to identify any idiosyncrasies





"...the acceptance inspection is a critical opportunity to identify problems."

of a particular aircraft platform.

When inspecting a pre-owned aircraft, your inspector may also find items that meet the airworthiness requirements, but not the expectations of the buyer (for example, the condition of tires or brakes). These items may then be open to negotiation with the seller. But be sensitive to the fact that sellers may not want to fix items that are already airworthy.

For a new aircraft, it is a reasonable expectation that every component is in optimal condition. When accepting delivery of a \$60m airplane, if the manufacturer tries to insist you accept a hydraulic actuator with leakage "because it was within drip limits, and the airplane would be under warranty anyway", you'd have a legitimate reason to refuse to accept anything less than a zero-time replacement part. You may, however, find a suitable compromise in accepting repair after delivery.

### 3) Inspect the Fit, Finish and Paintwork

One of the most critical inspection items for both new and used aircraft is fit, finish and paint. That's the first thing that your principal will see, and it needs to be perfect.

An internal inspection should be done in a 'climatized' setting. Arrange for air conditioning, plenty of light, and ensure that you bring a wide beam flashlight. Identify all imperfections with

sticky tape with a sequential number on it. This should correlate to a list which you will build as you inspect the interior.

The same applies to the exterior. When inspecting paintwork, it's preferable to view the aircraft outside the hangar with the benefit of natural light (ideally early day sunlight).

First, accomplish a tactile inspection of all surfaces, especially if the aircraft had just been painted. Check the smoothness and look for imperfections. Give special attention to the joint fillers. You'll also want to visually check the quality of painting, polishing and blending.

Look carefully around the windows where paint peeling is especially prone to occurring. As with the interior, start a sequential list but instead of sticky tape use a grease pencil to circle the areas of concern.

### In Summary...

Diligence, attention to detail and planned processes will ensure a successful inspection. New or pre-owned aircraft will always have discrepancies.

Remember the common goal: The seller wants to deliver and sell the airplane, and you want to buy it. There's likely to be some give and take from both parties. Keep that in mind in your actions and attitude, and you'll emerge with an amazing aircraft joining your Flight Department. ■

Beechcraft



Hawker

TEXTRON AVIATION



*Aircraft we built. Expertise you trust.*

# WE SELL MORE PRE-OWNED THAN ANYONE.

*Contact a Textron Aviation representative to learn more.*

U.S. +1.844.44.TXTAV | INTERNATIONAL +1.316.517.8270 | [TXTAV.COM/PREOWNED](http://TXTAV.COM/PREOWNED)

**PRE-OWNEDIRECT**

© 2019 Textron Aviation Inc. All rights reserved.





Jet Tolbert is President of American Aircraft Sales. Established in 1968, it is a premier brokerage firm which has been a trusted partner since corporations first began utilizing jet aircraft to grow their businesses. With offices in the US, a Latin America sales team and a partner office in Zurich, Switzerland, American Aircraft Sales is an active NBAA, IBAC, EBAA & AsBAA member.

# Look Past the Skin of the Jet you Like...



Are you in the market for a business aircraft? What should and shouldn't you do to avoid a lot of wasted time and money? Getting beyond the visual appeal of a prospective aircraft is a big step, as Jet Tolbert highlights...

**T**here's a common misperception held by some business aircraft buyers that they can just purchase the jet (or turboprop) they like, regardless of price or any other factor. For them, this is the giddy Business Aviation equivalent of love at first sight.

These buyers apparently see no distinction between placing an online grocery order and adding a private jet to their online shopping basket. The stark question is that if you'd never buy a house like this, then why would you ever consider purchasing an even more expensive aircraft in such a way?

The fact is, buying business aircraft is more complicated than many give it credit for. Every buyer should seek the benefit of hiring – and listening to – a reliable advisor who can skillfully coordinate their acquisition process.

A lot of time and money can be lost by going down the wrong path, pursuing the wrong airplane. The reality is that many buyers may not know what it is that they don't know until a costly mistake is made. An apparently straightforward approach to buying a business airplane can easily become convoluted as you learn more about the asset.

There are many stories of airplanes for sale that have a deal pending after a potential buyer submits an offer and deposit only to back out of the deal after several weeks. It's a far more common scenario than you might think, and the fact that the deal falls apart usually has nothing to do with the buyer's finances or their knowledge of aircraft ownership. And it's even the fact that the buyer was misinformed by the seller.

The underlying problem is often that the buyer is not well enough informed, so when more information comes to light they get cold feet and back out of the deal leaving everyone frustrated, and wondering what happened. This tends to come at a cost to both the buyer and seller having lost several weeks invested in the transaction (not to mention the lost opportunity and the direct expenses associated with any inspection and potential deposit).

So how can this type of scenario be avoided? Hiring an experienced aircraft acquisition agent to manage the process is a great start. But, the onus remains with the buyer to communicate with, and listen to the agent they appoint...

#### What Should Aircraft Buyers ask Their Agent?

Having presented a list of aircraft they like, the initial question a prospective buyer should ask their agent is, "What do you think?" A reputable buyer's agent will provide a consultative approach to let their client know:

- What the aircraft's value is in today's market
- What level of demand the seller is likely to be receiving for that aircraft; and
- What buying that type of aircraft means to the buyer once they own it.

The buyer's agent will then develop the discussion to look at the cost and performance of other aircraft types that are suitable, as well as specific aircraft available on the market that would fulfill the mission need. Ultimately, a good buyer's agent should be very informative and know how to keep the information pertinent.

#### Buying a Jet? Here's What Not to Do...

Buyers should never wait until there's a specific aircraft for sale that they have set their heart on before engaging an agent to act on their behalf.

It's not unheard of for buyers' agents to receive calls from clients wishing to engage them to assist with the purchase of an airplane that they've already decided they want. In these situations, the acquisition process is left wide open to a rocky start – particularly if the buyer doesn't like the agent's input on the real market value of the aircraft and projected cost of ownership.

Hiring an agent needs to be done from an objective starting position. There can be no room for emotional decisions in an aircraft purchase. Such decisions almost always require a significant amount of untangling and unwinding from commitments that were made before the cold realities of a purchase evaluation struck home.

The acquisition of a business jet should be evaluated in the same way as any other business decision. It helps to take a step back and look at the situation objectively. That is best achieved with a consultant who's only interest is to ensure the buyer is well informed about what they're buying so they can make the very best decision for their Business Aviation needs. ■

More information from  
[www.americanaircraftsales.com](http://www.americanaircraftsales.com)



# Ten Questions for Gary Strapp, JSSI



JSSI's Gary Strapp, senior vice president, global program management and technical services, discusses the market for jet maintenance programs, his company's portfolio of successful services, and how JSSI plans to further expand going forwards.

For more information visit [jetsupport.com](http://jetsupport.com)

**1) What are your observations of the market for jet maintenance programs in general? Are operators using them as much as a few years ago?**

**Strapp:** We have been educating the industry about the value of business jet maintenance programs for over 30 years and I do believe that most operators today are aware of how the programs work, but maybe not the differences between providers.

As the business jet market grows, market awareness has heightened regarding the value-add a maintenance program provides. When JSSI began operations, we were solely focused on pre-owned aircraft but today our programs also cover new aircraft in production and take into consideration the warranty status.

I see growing opportunities with new aircraft buyers as new models are introduced.

Budgeting for maintenance remains a challenge for most operators, and as long as there are unscheduled events, and rising costs for overhauls and repairs, we see the market for our programs continuing to grow with the fleet expansion.

**2) Is there still a substantial portion of the BizAv Owner/Operator community who could benefit from using a maintenance program to cover their engines, airframes or both who have yet to buy into the concept?**

**Strapp:** There are always those who will choose to 'self-reserve' for major events like engine overhauls. However, no one has seen and supported a wider variety of events than JSSI across all makes and models of business aircraft, so the experience alone could prove to be invaluable.



Another hurdle to overcome when you are self-reserving is the aircraft's residual value over time. We know that aircraft not on a maintenance program take longer to sell and typically do not hold value over time like those aircraft on a maintenance program.

We also see owners and operators are very pleased once they realize the advantages of all the value-added service we provide and that they can come to us as a one-stop-shop for their (often) complex operating needs.

Technical advisors can monitor and watch over their aircraft during a major maintenance event, or source a part for an AOG situation in a remote area. These services can make all the difference to a lean flight operation with limited resources.

### 3) What makes pre-paid maintenance programs a hard sell for the operators flying without such a program covering their aircraft?

**Strapp:** Some flight departments decide they have the internal bandwidth to manage the maintenance costs and self-reserve on their own for future maintenance.

The 'what-if' scenario may be harder to sell to some people than others but if you have been in this business long enough, you know things break at the most inopportune times and unscheduled events can quickly wreak havoc with any budget.

### 4) What programs generate the most interest among operators? Engine, airframe, avionics or tip-to-tail?

**Strapp:** We started with just engine programs more than 30 years ago, then later added airframe, APU and avionics coverage. Today, most customers have our engine

coverage, and this is what most operators – including fleet and single aircraft flight departments – want to protect.

The engines are the single most expensive part of the airplane. In certain regions of the world (e.g., Asia, Middle East, etc.), we do see more interest in our Tip-to-Tail Program as an all-inclusive solution to their maintenance budgeting and planning process.

### 5) How does JSSI maintain its position in independent per-hour maintenance programs? What's the key to JSSI's success?

**Strapp:** Longevity helps, for sure, and we have earned the trust of our customers over the years. We have learned so much over three decades and continue to leverage our robust data when it's time to develop new programs for our customers.

Ultimately, I believe our success has more to do with how we continue to have our customers' best interests in mind and, as an independent program provider, we have no OEM bias. We are solely focused on providing flexible, innovative, and superior solutions to our clients.

### 6) What differentiates JSSI's products?

**Strapp:** The difference is that developing and servicing maintenance programs for turbine-powered business jets, helicopters, and turboprop aircraft is our core business. We are focused on the personal customer experience, 24 hours a day, 365 days a year.

Aircraft owners and operators appreciate this level of service as well as the knowledge and experience that our outstanding technical team provides as true advisors to a maintenance department.

Whenever there is healthy competition, the customers are the winners, so we feel it is extremely important that we continue to provide a valuable alternative option and always strive to be the more attractive choice.

### 7) JSSI has expanded its business horizons through acquisitions that brought Conklin & de Decker under the JSSI umbrella. How do these additions help JSSI, particularly with its core business?

**Strapp:** We have been busy expanding the business with a vision to further support our customers throughout the life cycle of owning and operating their aircraft.

In addition to making several recent acquisitions, including Conklin & de Decker, S3 Aero, and Tracware, we have also expanded organically by offering new products and services through our JSSI Parts & Leasing and JSSI Advisory Services businesses. The following are descriptions of these business entities:

- JSSI Parts & Leasing provides aircraft parts, leasing and supply chain solutions. From a single bolt to a complete engine, customers gain access to an inventory of aircraft parts, engines and APUs and a global vendor network to source assets for anything that flies. All backed by the buying power and expertise of one of the largest purchasers of parts and maintenance services in the aviation industry.
- JSSI Advisory Services utilizes JSSI's technical expertise and global network to inspect aircraft,



perform ASA-certified appraisals, assist with maintenance cost planning, manage maintenance events, and provide insurance claims management. JSSI's dedicated Asset Monitoring Platform (AMP), is available to aviation lenders as a tool to assist in the mitigation of risk and the management of financed aircraft.

- Conklin & de Decker is a leader in aviation research, consulting and education. The mission of Conklin & de Decker is to enable the general aviation industry to make more informed decisions when dealing with the purchase, operation and disposition of aircraft by furnishing objective and impartial information.
- Tracware is an innovative developer and global provider of aviation process control software to clients including third-party maintenance, repair and overhaul (MRO) providers, original equipment manufacturers (OEMs) and those managing their own aircraft fleet. Tracware's AeroTrac software offers a 360-degree view of all MRO functions and brings complete control to business processes.

**8) Is enrolling an aircraft in such pre-paid maintenance programs as JSSI's a good hedge against the prospects of a recession, which many economists and businesspeople seem to expect?**

**Strapp:** Many industries like ours follow global economic cycles, so I consider our maintenance programs as being 'prepared'. Operating a multi-million-dollar asset with a pre-set maintenance budget, without any surprise expenses, is a good way to be prepared for any economy.

Avoiding the volatility of maintenance expenses by having a flatlined budget provides the cost predictability that owners and operators want. Why get caught with unexpected aircraft repair costs or suddenly have increased scrutiny of corporate expenses right after an engine overhaul?

Enrolling an aircraft onto a maintenance program will support the asset's value, even in turbulent times.

**9) How does JSSI see 2020 panning out for Business Aviation, domestically and globally?**

**Strapp:** We anticipate another solid year for flight hours within Business Aviation and believe the market will start adapting even further to the digital marketplace, with businesses further utilizing the automation of internal processes.

I also believe the additional service offerings will only enhance the efficiencies of all types of companies within the Business Aviation ecosystem.

**10) Finally, where does JSSI go from here, as Business Aviation continues to grow and evolve?**

**Strapp:** The future is exciting for JSSI and the entire industry as we work towards many advancements and innovations in aviation. We anticipate continued innovation in our hourly cost maintenance business, while fueling for growth in our non-core business by capturing opportunities both organically and inorganically.

We will also continue to research opportunities to partner with industry leaders to expand our services for our current clients and potential new clients.

JETSUPPORT.COM





30 YEARS

# 15,398,913

## FLIGHT HOURS OF INDEPENDENT SERVICE AND SUPPORT

With 30 years of proven expertise and data, we know precisely what it takes to maintain and support your aircraft at every stage of its life cycle.

**Acquisition** advice to depend on. **Maintenance** programs to stabilize your budget and add value to your aircraft. **Parts** delivered to you on time and in budget. **Leasing** solutions you can rely on. **Software** to streamline your aviation business.

**IT'S TIME FOR A BETTER APPROACH.**



**MORE THAN HOURLY COST MAINTENANCE PROGRAMS**

JSSI PARTS & LEASING | JSSI ADVISORY SERVICES | CONKLIN & DE DECKER | TRACWARE

[JETSUPPORT.COM](http://JETSUPPORT.COM)

# A New Conklin & de Decker is Here

Evaluate / Plan / Maintain

**Conklin & de Decker**

A JSSI Company

[conklindd.com](http://conklindd.com)



Aircraft Sales, Brokerage, Acquisitions and Consulting  
**GENERAL AVIATION SERVICES**



## Learjet 60SE



**S/N: 60-0277** - 2,804 Hours Total Time, ADS-B Compliant, RVSM, 3-Rotor Brakes, 12 Year Inspection complied with July 2016 by Standard Aero, M60-2 Floorplan, Make Offer!

## Gulfstream V



**S/N: 0518** - 10,591 Hours Total Time, 9,644/10,540 Hours Total Time, Rolls Royce Corporate Care, HAAP Maintenance Program, 15 Passenger Interior, For Sale or Lease!

## Challenger 300



**S/N: 20156** - 4,800 Hours Total Time, 929/929 Hours Since MPI, Collins ProLine 21 Avionics Suite, ADS-B Out, on CAMP, only for sale to buyer that will keep aircraft with management company in St. Paul, Minnesota.

## Challenger 605



**S/N: 5755** - 2,865 Hours Total Time, Engines on GE OnPoint, APU on MSP Gold, ADS-B Compliant, Wi-Fi, Proline 21 Advanced, FANS 1A, Smart Parts, 10 Passenger Interior.

## WANTED

- King Air B200
- Off Market Falcon 900EX EASy/Falcon 900DX
- Off Market Hawker 800XP
- Gulfstream G550
- And More!

General Aviation Services has **multiple qualified buyers** for several aircraft, including the ones listed above. Should you be interested in selling your aircraft or would like **current market conditions**, give us a call.

## Learjet 60



**S/N: 60-0212** - 2001 Model, 4,303 Hours Total Time, Engines: 4,166/4,276 Hours Total Time, 7,200 Hour Engines on ESP Gold, WAAS/LPV, ADS-B Compliant, Eight Passenger Interior, Make Offer

- Phone: 847.726.5000
- Fax: 847.726.7673



110 N. Brockway Street, Ste. 310 • Palatine, IL 60067  
 13419 Fenway Blvd. N., Ste. 103, • Hugo, MN 55038  
[www.GenAv.com](http://www.GenAv.com) • [sales@GenAv.com](mailto:sales@GenAv.com)



# Turboprop Comparison:

## Cessna Grand Caravan EX vs Quest Kodiak

In this month's aircraft comparison, Mike Chase provides information on a pair of established business turboprops. How does the single-engine Cessna Grand Caravan EX compare against Quest's Kodiak 100?

What are the pros and cons of each? Find out here...

Over the following paragraphs we'll consider key productivity parameters (including payload, range, speed and cabin size) and the current market for the Grand Caravan EX and Kodiak 100. As popular single-engine utility turboprops, which is the better option for a buyer needing to transport passengers, cargo, or a combination of both?

### About the Competitors

Three models of the Caravan have been produced since 1985. These include the original 208-model (482 in operation); the 208B-model (1,572 in operation, production ended in 2013); and the 208B Grand Caravan EX (484 in operation as of this writing).

Our focus aircraft, the Grand Caravan EX, introduced in 2012, remains in production today. Engineered for challenging, rugged missions with high payloads and short,

rough runways, the Grand Caravan EX has the agility of a much smaller aircraft.

It can take off with less than 1,399 feet of runway length and climb at 1,275fpm, reaching a cruise speed of 156kts. The Grand Caravan EX can travel distances up to 807nm and boasts an uncluttered cockpit panel that includes two primary flight displays (PFDs) along with a center multi-function display (MFD) unit offering real-time, flight-critical data aggregated on three configurable, large-format high resolution screens.

Of the 484 Grand Caravan EX business turboprops in operation at the time of writing, 482 are wholly owned and two are in shared ownership. In October 2019, North America had the largest Grand Caravan EX fleet percentage (39%), followed by Asia (23%) and Africa (22%). Together, they account for a combined 84% of the total fleet.

The Quest Kodiak 100 is also designed to operate out of short fields and in rugged conditions. Powered by a Pratt &

## CESSNA

### Grand Caravan EX

(Manufactured between 2013-Present)



  
\$2.685 Million  
(2019 Model)

HOW MANY  
EXECUTIVE  
SEATS

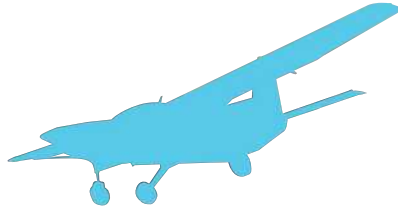


vs.

## QUEST

### Kodiak 100

(Manufactured between 2008-Present)



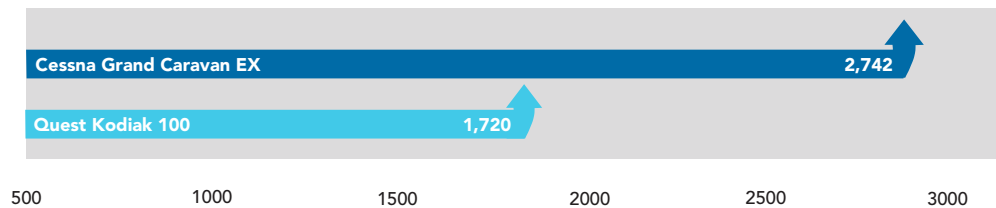
  
\$2.455 Million  
(2019 Model)



WHICH OF THESE TURBOPROPS WILL COME OUT ON TOP

### HOW MUCH RUNWAY DO I NEED?

(Balanced field length, ft)



### HOW FAR CAN WE GO?

(Nautical Miles. Full Fuel/avail Payload)

Cessna Grand Caravan EX	807
Quest Kodiak 100	1,005

### HOW MUCH PAYLOAD CAN WE TAKE?

(Lbs)

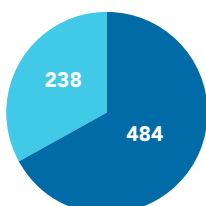
Cessna Grand Caravan EX	3,195
Quest Kodiak 100	2,515

### WHAT'S THE LONG RANGE CRUISING SPEED?

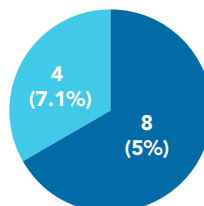
(Knots)

Cessna Grand Caravan EX	156
Quest Kodiak 100	164

### HOW MANY UNITS IN OPERATION?



### HOW MANY NEW/USED SOLD EACH MONTH?



12-Month Average Figure  
(% = Global Fleet For Sale)

### WHAT'S THE COST PER HOUR?

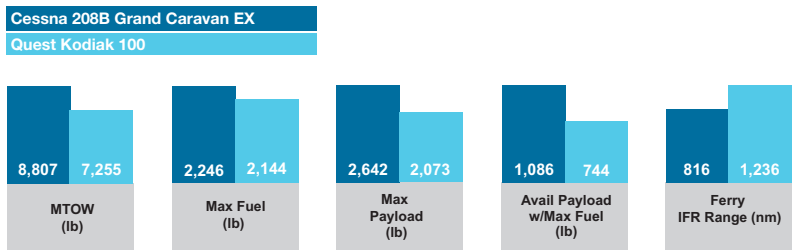


Cessna Grand Caravan EX	\$727
Quest Kodiak 100	\$601

Sources used:  
Conklin & de Decker, JETNET, B&CA, Chase & Associates

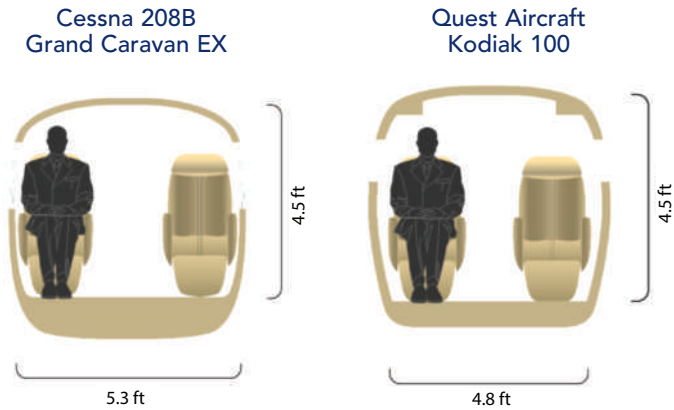


Table A - Payload & Range Comparison



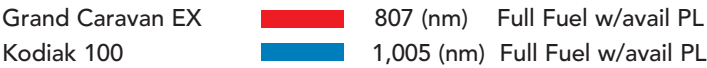
Source: OEMs, B&CA

Chart A - Cabin Comparison



Source: UPGAST JETBOOK, Conklin & de Decker

Chart B - Range Comparison



Source: Chase & Associates

Whitney PT6A-34 turbine engine, it can take off in less than 700ft at a full gross take-off weight of 6,750lbs and climb at over 1,500 feet per minute.

A Garmin G1000 integrated avionics suite with three 10-inch displays is standard, and Quest also offers Synthetic Vision Technology as an option. Quest recently unveiled the Series II offering various improvements (not least a newer Garmin G1000 NXi cockpit panel).

At the time of writing, there were 238 Kodiak 100 business turboprops in operation, and 236 were wholly owned, while two were in shared ownership. As with the Grand Caravan EX, North America was home to the largest Kodiak 100 fleet percentage (57%), followed by Asia (28%) for a combined 85% of the total fleet.

**Note:** The Daher Group (manufacturer of the TBM single engine turboprop series) acquired Quest Aircraft Company in June 2019, and the deal was expected to close at the end of 2019.

Payload & Range Comparison

As we have established previously, a potential operator should focus on payload capability as a key factor in selecting the right aircraft for their need. Table A (top, left) shows the Grand Caravan EX's 'Available Payload with Maximum Fuel' is 1,086lbs, which is greater than the 744lbs offered by the Kodiak 100.

Cabin Cross-Section Comparison

Chart A (left) shows the UPGAST JETBOOK cabin cross-section comparison of the Grand Caravan EX and the Kodiak 100. As shown, the Grand Caravan EX has more cabin width compared to the Kodiak 100 but the same height.

The Grand Caravan EX also has a longer cabin length (16.75ft) compared to the Kodiak 100 (15.5ft), which results in more cabin volume (352cu.ft) compared to the Kodiak (248cu.ft), according to Conklin & de Decker. Also depicted in Chart A, both turboprops offer a flat cabin floor.

The Grand Caravan EX has a smaller internal baggage storage volume of 32cu.ft compared to the Kodiak 100 (38cu.ft), and neither the Grand Caravan EX nor the Kodiak 100 offer external baggage storage capacity.

Range Comparison

As depicted by Chart B, right (which uses Wichita, Kansas as the origin point), the Grand Caravan EX (807nm) offers less range coverage than the Kodiak 100 (1,005nm) with full fuel and available payload.

For business turboprops, full fuel and available payload represents the maximum

# LEADING EDGE

## AVIATION SOLUTIONS

GET THE EDGE 

**2009 Gulfstream G550 s/n 5220**



16 Pax Fwd. Galley w/ Fwd Crew Rest, Engines on JSSI Platinum (100%), APU on MSP Gold, New Strip & Paint September 2018

**2013 Gulfstream G280 s/n 2013**



Excellent Pedigree - Always Hangered, Synthetic Vision System (SVS), Engines & APU on MSP Gold, GoGo ATG-5000 WiFi, FANS - 1/A, ADS-B V2 and TCAS-II w/7.1

**2018 Gulfstream G500 s/n 72014**



FANS 1/A+ w/ ADS-C & PM-CPDLC, U.S. Registered, Engines on P&WC PurePower Premium, APU on MSP Gold

**2008 Gulfstream G450 s/n 4098**



Low Time 3,289 TTAF, Engines on RRCC, U.S. Owned & Registered Since New, FANS 1/A+, WAAS/LPV, ADS-B Out v2. TCAS 7.1

**2011 Gulfstream G550 s/n 5312**



Engines on RRCC, APU on MSP Gold, 14 Pax Aft Galley Universal Floorplan w/ Fwd Crew Rest Area

**2013 King Air 350i s/n FL-854**



Low time 1,067 TTAF, ADS-B Out w/ WAAS/LPV, Collins ProLine 21 Avionics Package, One U.S. Owner Since New

**2015 Nextant 400XTi s/n RK-276**



Collins ProLine 21 Avionics Suite, ADS-B Out w/ WAAS/LPV, Aircell ATG-5000 WiFi, Winglets

**2013 Challenger 300 s/n 20429**



Engines & APU on MSP, L5 4G Wi-Fi, One Owner Since New, 1,200 TTAF, Delivered New w/ Proline 21 Advanced Avionics & Dual IRS

Leading Edge Aviation Solutions is one of the world's premier private aviation brokers/dealers with **850+ aircraft transactions, 50+ years of experience & over \$10 billion in aircraft transactions.** Not just aircraft brokers, they offer a deep suite of service that can be employed long before and long after any aircraft transactions are contemplated.



201-891-0881   aircraftsales@leas.com   www.leas.com

ANALYZE

BUY

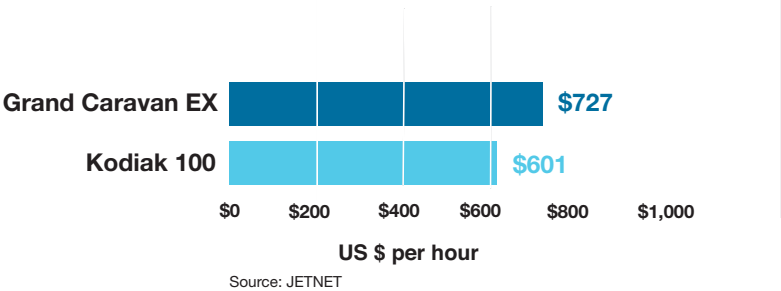
MEASURE

SELL

TECHNICAL SERVICES

THE CLIENT'S EDGE

Chart C – Variable Cost Comparison



IFR range of the aircraft at long range cruise. NBAA IFR fuel reserve calculation is for a 100nm alternate. This range does not include winds aloft or any other weather-related obstacles.

Powerplant Details

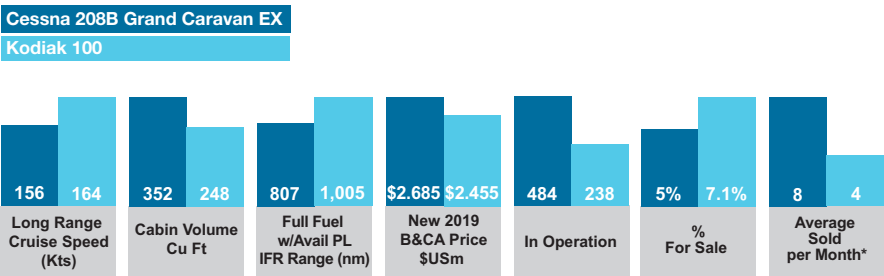
The Grand Caravan EX is powered by a single Pratt & Whitney Canada PT6A-140 engine offering 867shp. By comparison, the Kodiak 100 is powered by a single Pratt & Whitney Canada PT6A-34 engine with 750shp.

Total Variable Cost Comparison

The ‘Total Variable Cost’ illustrated in Chart C, top left (sourced from JETNET), is defined as the cost of fuel expense, maintenance labor expense, scheduled parts expense, and miscellaneous trip expense (hangar, crew and catering).

The Total Variable Cost for the Grand Caravan EX computes at \$727/hr. compared to the Kodiak 100 at \$601/hr. That’s a difference of 21%.

Table B - Market Comparison



\*Average Full Sale Transactions in the past 12 months, per Oct 2019; Source: JETNET  
Data courtesy of BC&A; C&D; JETNET

Aircraft Comparison Table

Table B (left) contains the equipped prices (per B&CA) for a new (2019 model) Grand Caravan EX and Kodiak 100. The long-range cruise speed, range, and cabin volume are as represented by Conklin & De Decker. Meanwhile, the number of aircraft in-operation, percentage for sale, and average sold are as reported by JETNET.

The Grand Caravan EX had 5% of its fleet for sale at the end of October 2019, while the Kodiak 100 had 7.1% for sale. The average number of new and used transactions (sold) per month was eight for the Grand Caravan EX and four for the Kodiak 100 over the preceding 12 months.

Table C - Part 91 & 135 MACRS Schedule

MACRS Schedule for PART 91								
Year	1	2	3	4	5	6		
Deduction	20.0%	32.0%	19.20%	11.52%	11.52%	5.76%		

MACRS Schedule for PART 135								
Year	1	2	3	4	5	6	7	8
Deduction	14.29%	24.49%	17.49%	12.49%	8.93%	8.92%	8.93%	4.46%

Source: NBAA

Depreciation Schedule

Aircraft that are owned and operated by businesses are often depreciable for income tax purposes under the Modified Accelerated Cost Recovery System (MACRS). Under MACRS, taxpayers can use accelerated depreciation of assets by taking a greater percentage of the deductions during the first few years of the applicable recovery period (see Table C, left).

In certain cases, aircraft may not qualify under the MACRS system and must be depreciated under the less favorable Alternative Depreciation System (ADS) where depreciation is based on a straight-line method, meaning that equal deductions are taken during each year of the applicable recovery period. In most cases, recovery periods under ADS are longer than recovery periods available under MACRS.

There are a variety of factors that taxpayers must consider in determining if an aircraft may be depreciated, and if so, the correct depreciation method and recovery period that should be utilized. For example, aircraft used in charter service (i.e. Part 135) are normally depreciated under MACRS over a seven-year recovery period, or under ADS using a twelve-year recovery period.

Aircraft used for qualified business purposes, such as Part 91 business use flights, are generally depreciated under MACRS over a period of five years or by using ADS with a six-year recovery period. There are certain uses of the aircraft, such as non-business flights, that may have an impact on the allowable depreciation deduction available in any given year.

The US enacted the 2017 Tax Cuts & Jobs Act into law on December 22, 2017. Under the new Act, taxpayers may be able to deduct up to 100% of the cost of a new or pre-owned aircraft purchased after September 27, 2017 and placed in service before January 1, 2023.

This 100% expensing provision is a huge bonus for aircraft owners and operators. After December 31, 2022 the Act decreases the percentage available each year by 20% to depreciate qualified business turboprops until December 31, 2026.

Table D (top right) depicts an example of using the MACRS schedule for a 2019-model Grand Caravan EX in private (Part 91) and in charter (Part 135) operations over five- and seven-year periods.

Table E (right) depicts an example of using the MACRS schedule for a 2019-model Kodiak 100 in private (Part 91) and charter (Part 135) operations over five- and seven-year periods.

## Asking Prices & Quantity

The market for used Grand Caravan EX aircraft in October 2019 showed 24 aircraft available for sale, with 16 showing asking prices that ranged from \$1.75m to \$2.65m. By comparison, 17 Kodiak 100s were listed for sale, 13 of which displayed asking prices ranging between \$1.375m and \$2.6m.

While each serial number is unique, the Airframe Total Time (AFTT) and age/condition will cause great variations in price. Of course, the final negotiated price remains to be decided between the seller and buyer before the sale of an aircraft is completed.

## Productivity Comparisons

The points in Chart D (right) are centered on the same aircraft. Pricing used in the vertical axis is as published in B&CA. The productivity index requires further discussion in that the factors used can be somewhat



## Table D: Grand Caravan EX MACRS Depreciation Schedule

2019 Cessna 208B Grand Caravan EX - Private (Part 91)								
Full Retail Price - Million \$2.685								
Year	1	2	3	4	5	6		
Rate (%)	20.0%	32.0%	19.2%	11.5%	11.5%	5.8%		
Depreciation (\$M)	\$0.537	\$0.859	\$0.516	\$0.309	\$0.309	\$0.155		
Depreciation Value (\$M)	\$2.148	\$1.289	\$0.773	\$0.464	\$0.155	\$0.000		
Cum. Depreciation (\$M)	\$0.537	\$1.396	\$1.912	\$2.221	\$2.530	\$2.685		

2019 Cessna 208B Grand Caravan EX - Charter (Part 135)								
Full Retail Price - Million \$2.685								
Year	1	2	3	4	5	6	7	8
Rate (%)	14.3%	24.5%	17.5%	12.5%	8.9%	8.9%	8.9%	4.5%
Depreciation (\$M)	\$0.384	\$0.658	\$0.470	\$0.335	\$0.240	\$0.240	\$0.240	\$0.120
Depreciation Value (\$M)	\$2.301	\$1.644	\$1.174	\$0.839	\$0.599	\$0.360	\$0.120	\$0.000
Cum. Depreciation (\$M)	\$0.384	\$1.041	\$1.511	\$1.846	\$2.086	\$2.325	\$2.565	\$2.685

Source: B&CA

## Table E: Quest Kodiak 100 MACRS Depreciation Schedule

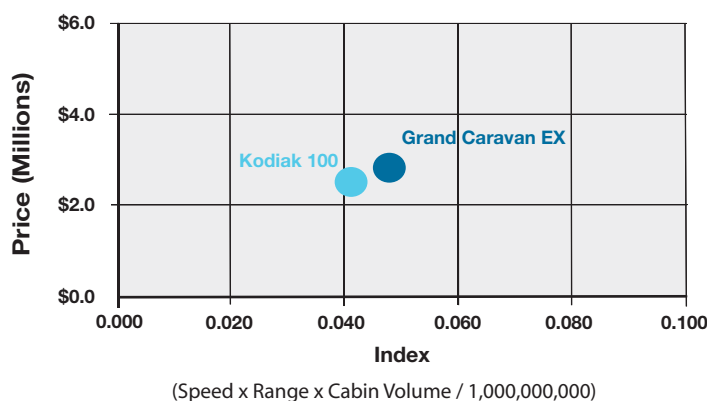
2019 Quest Kodiak 100 - Private (Part 91)								
Full Retail Price - Million \$2.455								
Year	1	2	3	4	5	6		
Rate (%)	20.0%	32.0%	19.2%	11.5%	11.5%	5.8%		
Depreciation (\$M)	\$0.491	\$0.786	\$0.471	\$0.283	\$0.283	\$0.141		
Depreciation Value (\$M)	\$1.964	\$1.178	\$0.707	\$0.424	\$0.141	\$0.000		
Cum. Depreciation (\$M)	\$0.491	\$1.277	\$1.748	\$2.031	\$2.314	\$2.455		

2019 Quest Kodiak 100 - Charter (Part 135)								
Full Retail Price - Million \$2.455								
Year	1	2	3	4	5	6	7	8
Rate (%)	14.3%	24.5%	17.5%	12.5%	8.9%	8.9%	8.9%	4.5%
Depreciation (\$M)	\$0.351	\$0.601	\$0.429	\$0.307	\$0.219	\$0.219	\$0.219	\$0.109
Depreciation Value (\$M)	\$2.104	\$1.503	\$1.074	\$0.767	\$0.548	\$0.329	\$0.109	\$0.000
Cum. Depreciation (\$M)	\$0.351	\$0.952	\$1.381	\$1.688	\$1.907	\$2.126	\$2.346	\$2.455

Source: B&CA

## Chart D - Productivity Comparison





Library picture. Aircraft will be delivered with fresh white paint



88 leather seats

## Embraer 170-200 STD (E175) available for lease

- Two aircraft, available March 2020
- Manufactured 2012/13
- Engines enrolled on GE OnPoint programme
- Operated in European environment since new
- Long term leases available
- Honeywell Primus Epic avionics
- Approx. 1,500 nm range (full payload)
- Ideal corporate shuttle
- 88 leather seats
- One of the most comfortable aircraft of its class

For more information contact Juliet Hewitt - [juliet@skyworld.co.uk](mailto:juliet@skyworld.co.uk)

[www.skyworld.co.uk](http://www.skyworld.co.uk)

## TURBOPROP COMPARISON

arbitrary. Productivity can be defined (and it is here) as the multiple of three factors:

1. Full Fuel Range (nm) with available payload;
2. The long-range cruise speed flown to achieve that range;
3. The cabin volume available for passengers and cargo.

Others may choose different parameters, but serious business aircraft buyers are usually impressed with price, range, speed and cabin volume.

The Grand Caravan EX demonstrates a slightly higher level of productivity, for a higher price. The Grand Caravan EX edged out the Kodiak 100 in terms of cabin volume, while its 'Available Payload with Maximum Fuel' is greater. However, the Kodiak 100 has a lower variable cost per hour and offers more range than the Grand Caravan EX.

### In Summary

Within the preceding paragraphs we have touched upon several of the attributes that business turboprop operators value. There



are other qualities such as airport performance, terminal area performance and time to climb that might factor in a buying decision.

Operators should weigh up their mission requirements precisely when picking which option is the best for them. Ultimately, the aircraft in our study are well matched. Budget constraints and operational mission needs will ultimately determine the better choice for an individual buyer. ■



Mike Chase's analytical and consultancy services are highly valued within the Business Aviation industry. He is founder and president of Chase & Associates, and works closely with several respected sources to compile his unique Aircraft Comparative Analysis features. Contact Mike via [mike@avbuyer.com](mailto:mike@avbuyer.com)



# DREAMING? OF A FALCON?



Let Bloom Business Jets make your dream come true.

We at Bloom Business Jets are Falcon experts. When you're looking for a Falcon you need only to talk with us. Our staff has over over 25 years of experience operating Falcons, so we know them like no one else. Who's better to help you buy one? No one!

- World-wide Network
- Proven Results
- Qualified Buyers and Sellers
- Marketing Resources
- Consulting Services
- Appraisal Services
- Trades Welcome

  
**Bloom Business Jets**  
Acquisitions • Marketing • Consulting

**(855) 256-6653**  
[info@mybusinessjet.com](mailto:info@mybusinessjet.com) • [www.mybusinessjet.com](http://www.mybusinessjet.com)

# Business Aircraft Values: Turboprops

The top-selling turboprops tend to be aircraft that are continually popular among owners needing fuel-efficient, multi-mission types, as *AvBuyer* explores below...



While exceptions exist, turboprop airplanes offer a common set of attributes that make them an attractive proposition. The powerplants are responsible for most of this – turboprop engines benefit today from propeller designs that are far more sophisticated than just a decade ago, resulting in lower maintenance costs; longer overhaul cycles; improved climb and cruise performance; and - in turn - reduced noise levels in the cabin.

In addition, specific fuel consumption numbers continue to improve – an attractive attribute given today's depressed oil prices, with the practical effect of allowing the use of higher power-levels without suffering a proportionate increase in fuel consumption/costs. That, in turn, contributes to improvements in take-off and climb performance and cruise speed.

Another advantage offered by many turboprops is the single-pilot operational simplicity, engineered into even the multi-engine turboprops. The only exceptions to the sum total of these benefits exist among the unpressurized models that are available and form a small, important and dynamic segment of the turboprop market.

Today's turboprops offer a broad range of turbine performance, propeller cost-effectiveness (some with at - or near to - Light Jet cruise performance capabilities) with cabin and cockpit accoutrements that rival the best of the fanjet strata. And on trips of up to 300 nautical miles, the difference in travel time between a jet and a turboprop is negligible.

## Turboprop Price Guide

The following Turboprop Retail Price Guide represents current average values published in *The Aircraft Bluebook–Price Digest*. The study spans model years from 2000 through Fall 2019 (20 year period). Values reported are in US\$ millions, with each reporting point representing the current average retail value published in the Bluebook by its corresponding calendar year. For example, the Pilatus PC-12 NG reported in the Fall 2019 edition of the Bluebook shows US\$4.2m for a 2017 model, US\$4.0m for a 2016 model, and so forth. Aircraft are listed alphabetically. ➡

**Note:** For additional assistance and interest, Conklin & de Decker Performance and Specification data for these Turboprops can be referred to, beginning on page 98 of this issue.



GO BEYOND

# CUSTOMER SERVICE VISION TO SEE INSIDE YOUR ENGINES. INSIGHT TO KEEP THEM FLYING.

**INNOVATIVE DIGITAL SOLUTIONS TO KEEP YOU MOVING FORWARD.**

Pratt & Whitney's advanced service technology provides a complete, on-wing view of your fleet from the inside out. Our FAST™ solution captures full-flight data to deliver predictive and preventive insights, empowering you to plan for maintenance and increase your fleet's availability. It helps you see the small details—as well as the bigger picture.

EXPLORE OUR DIGITAL SOLUTIONS AT [PWC.CA](https://www.pwc.ca)



PROP BALANCING

OIL ANALYSIS

OBJECT: C-34/25  
STATUS: SYSTEM OK  
MODE: READY  
CHANGE SETTINGS

# Turboprops: Average Retail Price Guide

MODEL YEAR \$	2019 US\$M	2018 US\$M	2017 US\$M	2016 US\$M	2015 US\$M	2014 US\$M	2013 US\$M	2012 US\$M	2011 US\$M	2010 US\$M
MODEL										
BEECH KING AIR 350i	7.775	5.7	5.1	4.8	4.4	3.9	3.6	3.4	3.2	3.1
BEECH KING AIR 350										
BEECH KING AIR 250	6.390	4.7	4.0	3.4	3.2	3.1	3.0	2.9	2.8	
BEECH KING AIR B200								2.7	2.6	
BEECH KING AIR B200GT									2.6	2.5
BEECH KING AIR C-90GTx	4.2	3.0	2.6	2.4	2.2	2.1	1.9	1.850	1.8	1.750
BEECH KING AIR C-90GTi										
BEECH KING AIR C90GT										
BEECH KING AIR C90										
CESSNA 208 CARAVAN 675 wG1000	2.320	1.8	1.750	1.725	1.7	1.675	1.650	1.6	1.550	1.5
CESSNA 208 GRAND CARAVAN EX	2.685	2.350	2.250	2.2	2.150	2.050	1.950			
CESSNA 208 GRAND CARAVAN 675							1.875	1.750	1.650	1.575
CESSNA 208B GRAND CARAVAN										
CESSNA 208B SCM EX			2.150	2.1	2.0	1.9	1.8			
CESSNA SCM 208B								1.750	1.650	
CESSNA SUPER CARGOMASTER 208B										1.550
CESSNA 208B SUPER CARGOMASTER										
CESSNA 208 CARAVAN-675										
PIAGGIO AVANTI - P180			6.1	5.5	4.5	4.0	3.5	3.0	2.7	2.5
PILATUS PC-12/47E NG	4.977	4.5	4.2	4.0	3.7	3.6	3.5	3.4	3.3	3.2
PILATUS PC-12/47										
PILATUS PC-12/45										
PIPER M600	2.928	2.6	2.450	2.2						
PIPER M500	2.081	1.9	1.8	1.7						
PIPER MERIDIAN PA46-500TP								1.3	1.2	1.150
QUEST KODIAK 100	2.320	2.0	1.9	1.8	1.750	1.6	1.5	1.4	1.3	1.2
SOCATA TBM 910	4.069	3.6	3.5							
SOCATA TBM 930	4.260	3.9	3.7	3.4						
SOCATA TBM 900				3.2	3.1	2.8				
SOCATA TBM 850							2.4	2.2	2.1	2.0
SOCATA TBM 700C2/EFIS										
SOCATA TBM 700C2										
SOCATA TBM 700B/EFIS										

AIRCRAFT BLUEBOOK DATA - CHRIS REYNOLDS, EDITOR. EMAIL: CHRIS.REYNOLDS@INFORMA.COM

Fall 2019

*What your money buys today*

2009 US\$M	2008 US\$M	2007 US\$M	2006 US\$M	2005 US\$M	2004 US\$M	2003 US\$M	2002 US\$M	2001 US\$M	2000 US\$M	MODEL YEAR \$	MODEL
											BEECH KING AIR 350i
2.8	2.7	2.6	2.5	2.4	2.3	2.2	2.1	2.0	1.9		BEECH KING AIR 350
											BEECH KING AIR 250
		2.2	2.1	2.0	1.9	1.8	1.7	1.6	1.550		BEECH KING AIR B200
2.4	2.3										BEECH KING AIR B200GT
											BEECH KING AIR C-90GTX
1.650	1.6										BEECH KING AIR C-90GTi
		1.5	1.450								BEECH KING AIR C-90GT
				1.3	1.250	1.2	1.150	1.1	1.050		BEECH KING AIR C-90
1.450	1.3										CESSNA 208 CARAVAN 675 wG1000
											CESSNA 208 GRAND CARAVAN EX
1.525	1.4										CESSNA 208 GRAND CARAVAN 675
	1.375	1.325	1.250	1.125	1.075	1.050	1.0	0.950			CESSNA 208B GRAND CARAVAN
											CESSNA 208B SCM EX
											CESSNA SCM 208B
1.5	1.4										CESSNA SUPER CARGOMASTER 208B
	1.350	1.3	1.250	1.2	1.150	1.1	1.050	1.0	0.950		CESSNA 208B SUPER CARGOMASTER
	1.275	1.225	1.175	1.075	1.050	1.0	0.950	0.9			CESSNA 208 CARAVAN-675
2.1	1.8	1.6	1.5	1.450	1.4	1.350	1.3	1.250	1.2		PIAGGIO AVANTI P180
3.1	3.0										PILATUS PC-12/47E NG
	2.8	2.7	2.6								PILATUS PC-12/47
				2.5	2.4	2.3	2.1	2.0	1.950		PILATUS PC-12/45
											PIPER M600
											PIPER M500
1.125	1.025	0.950	0.9	0.850	0.775	0.725	0.675	0.625			PIPER MERIDIAN PA46-500TP
1.150	1.1	1.075									QUEST KODIAK 100
											SOCATA TBM 910
											SOCATA TBM 930
											SOCATA TBM 900
1.9	1.8	1.7	1.6								SOCATA TBM 850
			1.450	1.350							SOCATA TBM 700C2/EFIS
					1.3	1.250					SOCATA TBM 700C2
							1.2	1.150	1.1		SOCATA TBM 700B/EFIS

AIRCRAFT BLUEBOOK DATA - CHRIS REYNOLDS, EDITOR. EMAIL: CHRIS.REYNOLDS@INFORMA.COM



49th Annual Conference  
The Meritage Resort  
April 28 - May 1, 2020

#NAFA49

Join us in  
Napa Valley for  
NAFA's 49th annual  
conference. *Register  
now at [www.nafa.aero](http://www.nafa.aero)*

Where the industry gathers to connect the people and ideas  
that finance the world's business and general aviation aircraft.



**Keynote Speaker**  
**Dawn Hudson**

Widely recognized as one of the most important female business executives of the past decade, Dawn Hudson is the former Chief Marketing Officer at the National Football League and the former President and CEO of Pepsi Cola North America. She has led an impressive career spanning high-level posts in media, retail, consumer goods, consulting, and healthcare at some of the biggest corporations in the world.

Hudson's work has been focused on revolutionizing and strengthening brands' positioning and marketing, tapping into culture change as fuel for innovative business strategies, and championing inclusive leadership and diversity. She has been recognized as the "Most Vital Leader in Tech, Media, and Marketing" by AdWeek – topping a list of 50 industry titans – and twice as one of Fortune magazine's "50 Most Powerful Women in Business."

*Some topics of importance covered at our event*

- *State of Aviation Insurance*
- *Detecting Fraud in Aircraft Transactions*
- *The Future of Aviation and Urban Mobility*
- *Aviation Industry Townhall*
- *New Aircraft Showcase*
- *Preowned Market Update*
- *Desktop Appraisal Best Practices*

*Also included in our annual conference:*

- *One Extra Day for Additional Content*
- *Annual Golf Tournament*
- *Wine Tasting Activities*
- *Networking*

Find out more about the advantages of  
membership at [www.nafa.aero](http://www.nafa.aero).  
410-571-1740 | [info@nafa.aero](mailto:info@nafa.aero)



## SOUTHERN CROSS AIRCRAFT




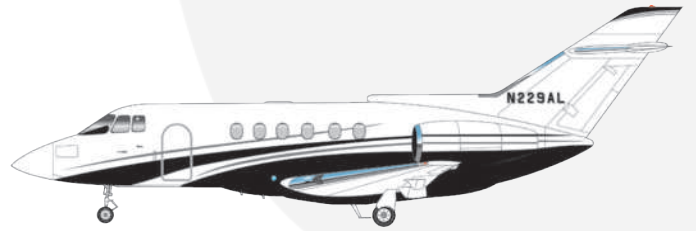
 **2011 GULFSTREAM G550**  
S/N: 5313 · N888VS



 **2008 CHALLENGER 605**  
S/N 5716 · N688SF



 **2004 LEAR 45XR**  
S/N 0252 · XA-UXS



 **2000 HAWKER 800XP**  
S/N: 258502 · N229AL



 **2011 BELL 429**  
S/N 57041 · LV-CTD



 **2015 CESSNA CITATION CJ4**  
SN: 0190 · N32PM



 **2009 LEAR 45XR**  
S/N 0388 · LV-GWZ



 **2002 CESSNA CITATION EXCEL 560XL**  
SN: 5266 · REG: N21GD



 **2003 LEAR 45**  
S/N 0235 · XA-JPG



 **2002 BEECHCRAFT CORP. PREMIER I**  
S/N RB-18

GLOBALLY INTIMATE

INFO@SOUTHERNCROSS.COM · +1 (954) 377-0303 · SCROSS.COM

# Aircraft Performance & Specifications

## Turboprops

**T**he AvBuyer Magazine Guide to Aircraft Performance and Technical Specification Data is updated by Conklin & de Decker on a regular basis. The Guide is much more comprehensive and informative, providing more aircraft types and models and including variable cost numbers for all models.

This month's category of aircraft - Turboprops - appears opposite, to be followed by Large Jets next month.

Please note that this data should be used as a guide only, and not as the basis on which buying decisions are taken. The data presents aircraft aged below 20 years of age only, but Conklin & de Decker provides details of older airplanes too.

If there are any other ways in which we can improve the content or presentation of this information, please let us know.

Tel: +44 (0) 208 255 4000;

Email: [editorial@avbuyer.com](mailto:editorial@avbuyer.com)

© 2019 Conklin & de Decker Associates, Inc.,

P.O. Box 1142, Orleans,

Massachusetts, 02653,

Tel. 508-255-5975, [www.conklindd.com](http://www.conklindd.com)



### Description of Cost Elements

The following describes the content of each cost element used in The Aircraft Cost Evaluator.

There are no sales taxes included in these costs.

#### SPECIFICATIONS - GENERAL

##### Cabin Dimensions:

Cabin Height, Width, and Length are based on a completed interior. On "cabin-class" aircraft, the length is measured from the cockpit divider to the aft pressure bulkhead (or aft cabin bulkhead if unpressurized). For small cabin aircraft, the distance is from the cockpit firewall to the aft bulkhead. Height and width are the maximum within that cabin space. Cabin Volume is the interior volume, with headliner in place, without chairs or other furnishings.

##### Seats Executive:

This is the typical crew and passenger seating commonly used on the aircraft. This is not the maximum certificated seats of the aircraft. These numbers may vary for different operations (Corporate, Commercial, EMS, etc.).

##### Weights:

- Maximum Take-Off Weight is specified during aircraft certification.

- Maximum Payload is the maximum zero fuel weight minus the basic operating weight.

##### Performance Range:

- Ferry Range - is the maximum IFR range of the aircraft with the maximum fuel on board and no passenger seats occupied. This uses the NBAA IFR alternate fuel reserve calculation for a 200 N.Mi. alternate. This is used for jet and turboprop aircraft.

##### Cruise Speed:

(Knots True Air Speed - KTAS)

Max Cruise Speed - is the maximum cruise speed at maximum continuous power. This may also be commonly referred to as High Speed Cruise.


##### Engines:

The number of engines, manufacturer and model are shown.



	CABIN HEIGHT (ft)	CABIN WIDTH (ft)	CABIN LENGTH (ft)	CABIN VOLUME (Cu ft)	PASS SEATS TYPICAL	MAX TAKEOFF (lbs)	MAX PAYLOAD (lbs)	FERRY RANGE <sup>PM</sup> (NBAA 1FR FUEL RESERVES)	MAX SPEED (ktas)	NUMBER OF ENGINES	ENGINE MODEL
BEECHCRAFT KING AIR C90B	4.8	4.5	12.4	218	5	10100	2950	640	250	2	PT6A-21
BEECHCRAFT KING AIR C90SE	4.8	4.5	12.4	218	5	10100	3205	640	250	2	PT6A-21
BEECHCRAFT KING AIR C90GT	4.8	4.5	12.4	218	5	10100	2306	739	270	2	PT6A-135A
BEECHCRAFT KING AIR C90GTi	4.8	4.5	12.4	218	5	10100	2306	-	270	2	PT6A-135A
BEECHCRAFT KING AIR C90GTx	4.8	4.5	12.4	218	5	10485	2143	903	274	2	PT6A-135A
NEXTANT AEROSPACE G90XT	4.8	4.5	12.4	218	5	10500	2143	-	-	2	H80
SMYRNA AIR KING AIR POWER 90	4.8	4.5	12.4	218	5	10100	3160	-	280	2	H80
BEECHCRAFT KING AIR 200 RAISBECK	4.8	4.5	16.7	303	6	12500	1850	858	289	2	PT6A-41
BEECHCRAFT KING AIR B200	4.8	4.5	16.7	303	6	12500	2180	920	290	2	PT6A-42
BEECHCRAFT KING AIR B200GT	4.8	4.5	16.7	303	6	12500	2240	960	305	2	PT6A-52
BEECHCRAFT KING AIR B200 RAISBECK	4.8	4.5	16.7	303	6	12500	2180	858	292	2	PT6A-42
BLACKHAWK KING AIR B200 XP61	4.8	4.5	16.7	303	6	12500	2180	975	311	2	PT6A-61
BEECHCRAFT KING AIR 250	4.8	4.5	16.7	303	7	12500	2170	636	310	2	PT6A-52
BEECHCRAFT KING AIR 350	4.8	4.5	19.2	344	8	15000	2615	1440	320	2	PT6A-60A
BEECHCRAFT KING AIR 350i	4.8	4.5	19.2	344	8	15000	2500	1440	320	2	PT6A-60A
BEECHCRAFT KING AIR 350ER	4.8	4.5	19.2	344	8	16500	2600	1878	303	2	PT6A-60A
BEECHCRAFT KING AIR 350iER	4.8	4.5	19.5	344	8	16500	2415	1635	303	2	PT6A-60A
CESSNA 208 CARAVAN	4.5	5.3	12.75	271	9	8000	2860	325	186	1	PT6A-114A
CESSNA 208 CARAVAN/CARGO POD	4.5	5.3	12.75	271	9	8000	2680	100	186	1	PT6A-114A
BLACKHAWK CARAVAN XP42A	4.5	5.3	16.75	352	9	9062	3650	627	189	1	PT6A-42A

Airplane performance and specification numbers can vary depending on how they are measured. Please note this data should be used as a guide only, and not the basis on which buying decisions are taken.



	CABIN HEIGHT (ft)	CABIN WIDTH (ft)	CABIN LENGTH (ft)	CABIN VOLUME (Cuft)	PASS SEATS TYPICAL	MAX TAKEOFF (lbs)	MAX PAYLOAD (lbs)	FERRY RANGE-nm (NBAA IFR FUEL RESERVES)	MAX SPEED (ktas)	NUMBER OF ENGINES	ENGINE MODEL
CESSNA 208B GRAND CARAVAN	4.5	5.3	16.75	352	9	8750	3230	529	184	1	PT6A-114A
CESSNA 208B GRAND CARAVAN EX	4.5	5.3	16.75	352	9	8807	3195	494	194	1	PT6A-140
CESSNA 208B GND CARAVAN/CARG POD	4.5	5.3	16.75	352	9	8750	3060	465	186	1	PT6A-114A
CESSNA 208B GRAND CARAVAN EX/CARG POD	4.5	5.3	16.75	352	9	8807	3002	365	185	1	PT6A-140
DAHER-SOCATA TBM 700C2	4.1	4	10	143	5	7394	1143	1000	292	1	PT6A-64
DAHER-SOCATA TBM 850	4.1	4	10	143	5	7394	1252	967	320	1	PT6A-66D
DAHER-SOCATA TBM 900	4.1	4	10	143	5	7394	1203	989	324	1	PT6A-66D
DAHER-SOCATA TBM 910	4.1	4.1	10	143	5	7394	1203	989	324	1	PT6A-66D
DAHER-SOCATA TBM 930	4.1	4	10	143	5	7394	1203	989	324	1	PT6A-66D
PACIFIC AEROSPACE P-750 XSTOL	4.7	4.6	13.2	220	10	7500	4200	378	163	1	PT6A-34
PIAGGIO AVANTI P180	5.8	6.1	14.9	393	6	11550	1800	980	390	2	PT6A-66
PIAGGIO AVANTI P180 II	5.8	6.1	14.9	393	6	12100	1300	752	363	2	PT6A-66B
PIAGGIO AVANTI P180 EVO	5.8	6.1	14.9	393	6	12100	1300	752	363	2	PT6A-66B
PILATUS PC-12	4.75	5	16.9	356	7	10450	2475	1340	261	1	PT6A-67B
PILATUS PC-12 NG	4.83	5	16.92	356	7	10450	2257	1309	280	1	PT6A-67P
PIPER M500	3.9	4.2	12.3	164	5	5092	1216	213	260	1	PT6A-42A
PIPER M600	3.92	4.13	12.33	165	4	6000	1120	633	274	1	PT6A-42A
PIPER MERIDIAN PA 46TP	3.9	4.2	12.3	106	5	5092	1187	489	267	1	PT6A-42A
QUEST AIRCRAFT KODIAK	4.5	4.8	15.5	248	5	7255	2515	524	180	1	PT6A-34

Airplane performance and specification numbers can vary depending on how they are measured. Please note this data should be used as a guide only, and not the basis on which buying decisions are taken.



# HIGH-QUALITY LEGACY ENGINE COVERAGE

And with a whole new lineup.

The Engine Assurance Program (EAP) focuses specifically on older engine platforms and was created to deliver hourly engine coverage to operators who have been overlooked in the marketplace. With EAP, these engines can be operated more economically in the years to come.

<b>TFE731-2</b>	<b>TFE731-3</b>	<b>TFE731-5</b>	<b>PW305 A/B</b>	<b>TAY 611-8</b>	<b>CF34-3A/-3A1</b>
Lear 31	Falcon 50	Falcon 900B/C	Lear 60/XR	Gulfstream GIV/SP	Challenger 601 1A/3A
Falcon 10	Hawker 700	Falcon 20-5	Hawker 1000		
Lear 35	Astra 1125/SP	Hawker 800A/XP			
	Citation III/VI/VII	Hawker 850XP			
	Lear 55				

Our oversight and expertise provide you with dispatch reliability, increased residual value and significant cost savings while using the same high-quality engine MRO shops as the competing programs.

Call 214.350.0877 or go to [eap.aero/my-engine](http://eap.aero/my-engine) to get a quote.





Rohit Jaggi holds airplane and helicopter licenses and frequently conducts flight tests of airplanes and helicopters for print and video. He held a number of news editing and reporting posts with the Financial Times before becoming a freelance writer. Find out more via [rohitjaggi@gmail.com](mailto:rohitjaggi@gmail.com)

# When Does Financing an Aircraft Make Sense?

What are the considerations that help buyers decide whether aircraft financing is the best way to make a purchase? And what can be done to ensure the rates offered make the best sense?

Rohit Jaggi asks a panel of industry experts...

**Y**ou've spent months finding that 'perfect' aircraft. It's the right model, low on hours and cycles, and has an interior that's more acceptable than garish. Now, how will you pay for it?

Aircraft finance can be a minefield. It's not so much that any deal could blow up in your face – there are ways to minimize that risk. But choosing a careful path is the key to emerging on the other side intact.

## Is Aircraft Financing Your Best Option?

The first question is whether taking out a loan really is the best route to making the aircraft yours. "Those who will find financing the easiest are the people who actually need it the least," says Gary Crichlow, director, Aviation Finance at London-based finance brokerage and advisory firm Arc & Co.

Even if a person or business has the cash to buy a business aircraft outright, a loan may still make sense, he adds. "The key benefit of financing is removing money that would otherwise be frozen in a depreciating asset and ploughing it into something that would earn a return (i.e. the client's business, or a property)."

An airplane could lose 60% of its value over five years, Crichlow points out. "Against that backdrop, servicing a loan and deploying the capital into something more useful would appear to be a prudent move."

Brendan Lodge, UK-based advisory services specialist at Jet Support Services Inc (JSSI) and a veteran aircraft financier, puts it this way: "Rates are quite low at the moment and there's an argument to, say, use your capital to do what you're good at doing and use someone else's to pay for the airplane."

That holds particularly true in some regions, says Kirsten Bartok Touw, founder and managing partner of US-based financing and leasing specialist AirFinance.

"If they have rapid growth like in China, India and Latin America, entrepreneurs can justify financing at 7-8% because they know that, by reinvesting their cash in the business, they're going to get much better returns. For them it makes perfect sense."

There's also the chance to optimize your balance sheet. "If I were the treasurer of a major corporation, I would always finance my aircraft rather than taking senior unsecured debt in the market," says Bartok Touw.



"Unsecured debt negatively affects your credit rating and is probably at the 6-7% rate. In the US you can probably get long-term financing for your jet at 3%."

### How to Improve the Cost of Your Aircraft Loan

The threshold for when financing becomes too expensive varies around the world, Bartok Touw notes. It also depends on your own credit score. "Five percent is excellent in Latin America," she says, "while 7% is pretty good in Africa and Southeast Asia."

There are ways to bring down the cost of the loan, however. "Audited financials are a big deal," she says. "If you don't have audited financials it is difficult for any bank to trust the financial information you're giving them."

"If you want to get better lending rates, invest in getting a professional audit by a well-known firm," she emphasizes.

Lodge has another tip. "A good broker will knit all your information into a well-written proposal that will 'sell' you beautifully to the right lender. They will select the right lender because they know which lender will like the look of you. The brokers really add value here."

There are many other issues to consider, too, and

Crichlow uses a checklist. "When advising a client who's deciding whether financing is going to make sense for them in terms of cost, time and complexity, a few things I think about are 1) the deal size; 2) the aircraft; and 3) the client," he reveals.

### 1) The Deal Size

"The amount of paperwork required doesn't vary that much, so bigger deals are always going to be easier to finance because there's a wider pool of lenders," Crichlow notes. "Generally, loans above \$10m attract the most attention."

Between \$5m and \$10m the field begins to thin out; and below \$5m it really then becomes about making the deal as simple as possible - there is very little tolerance for complexity when doing smaller deals."

For smaller deals to be viable, he adds, there needs to be little cross-border flow, the aircraft needs to be uncomplicated, and the buyer's financial structure needs to be simple and transparent.

"This works particularly well when the client, the aircraft and the financier are all based and registered in the same jurisdiction; when the ultimate beneficial owner's identity and finances are straightforward; and ➞

when the financier has a standard suite of contractual documents that the client is happy to sign up to with a minimum of negotiation."

## 2) The Aircraft

Second on Crichlow's checklist is the aircraft, and he notes aircraft less than 10 years old are easier to find finance for.

"There's absolutely nothing wrong with older aircraft," he says, "and we regularly deal with financiers who will finance against them. But the overwhelming preference is for younger aircraft."

## 3) The Client

The third item on the list is the client. "Line of sight to the ultimate beneficial owner, and transparency around the identities and source of wealth of all obligors is absolutely critical," says Crichlow.

"Generally, if there are ties to sanctioned countries like Iran, then it is a no-go, but there are financiers willing to finance globally, outside the standard 'safe' jurisdictions of North America and Western Europe.

"However, a fairly consistent theme across all financiers is that if a client is not willing to provide the required disclosure, then financing is not going to be a viable option for them."

## Take a Rounded View of Your Financing Proposal

Crichlow adds a note of caution for would-be borrowers. "It's important when evaluating a financing

proposal that it's looked at in the 'round'.

"[In other words] don't just look at the quoted margin. Consider how much equity you are being asked to put in, or how much wealth you are being asked to place under management, and what your balloon payment is at the back-end."

## When to Organize Aircraft Financing

At least financing has become more accessible. "It's easier now than it was after the credit crisis, when there was limited liquidity," says Lodge. "I think that's eased."

There is, however, another factor that will help to make a deal happen. "It's important to organise finance before starting your search – or risk losing the airplane you want," Lodge warns.

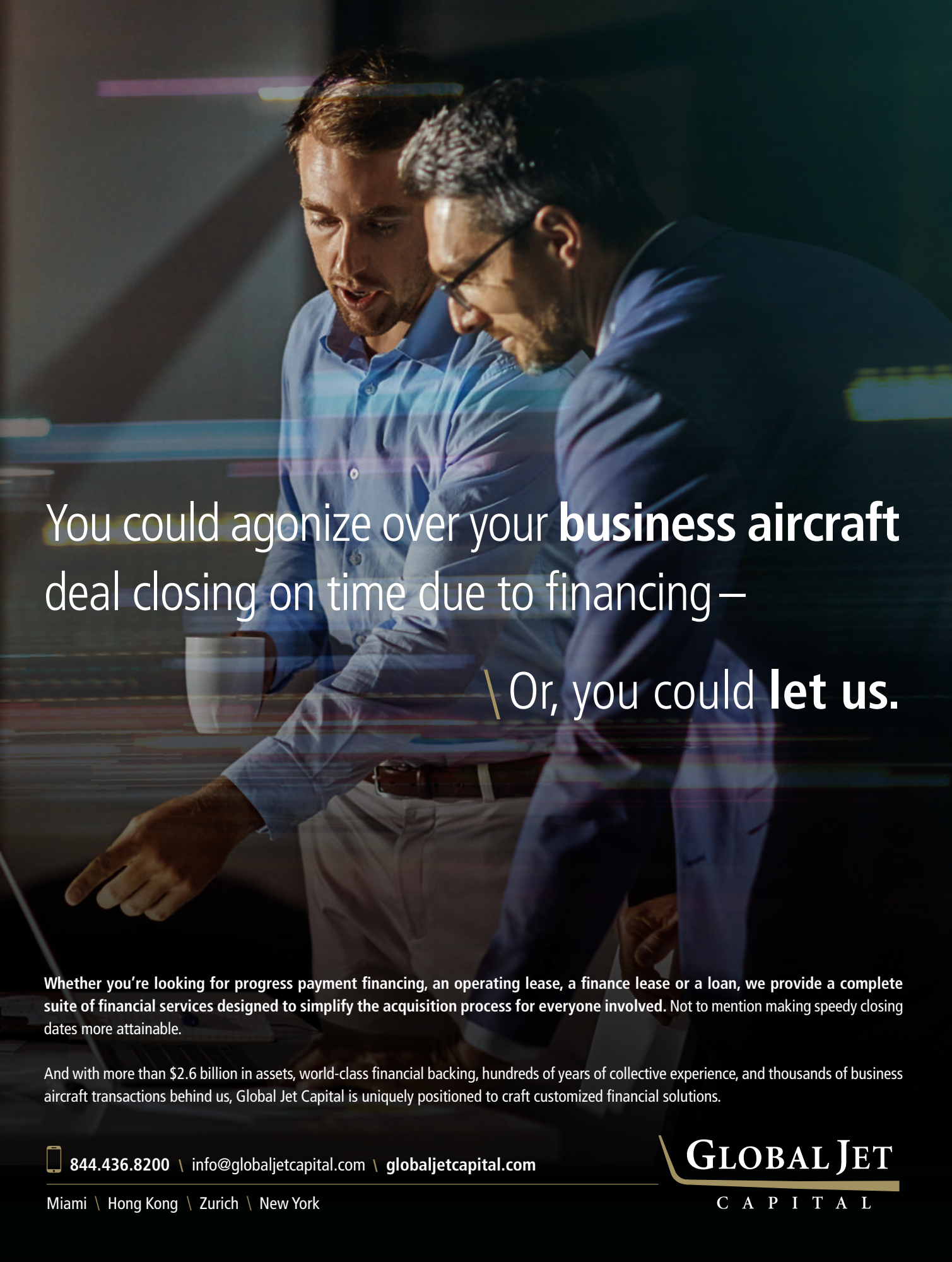
Bartok Touw agrees. "It's always good to have a relationship with a bank in advance and let them know you're preparing to buy a jet," she says. "Bankers love predictable behaviour."

There is no one-size-fits-all answer to understand exactly when financing makes sense. But for the keenest rates and conditions, you should establish a good credit record and line up everything as much in advance as possible. And you should do so before scanning the 'for sale' inventory.

Then, even if you don't need it, you'll have the best chance of obtaining cheaper finance. And if you're making your money work harder elsewhere, it's probably the closest thing there is to flying for free. ■



Understanding Business Aviation Financing – with AvBuyer



You could agonize over your **business aircraft**  
deal closing on time due to financing—  
Or, you could **let us.**

Whether you're looking for progress payment financing, an operating lease, a finance lease or a loan, we provide a complete suite of financial services designed to simplify the acquisition process for everyone involved. Not to mention making speedy closing dates more attainable.

And with more than \$2.6 billion in assets, world-class financial backing, hundreds of years of collective experience, and thousands of business aircraft transactions behind us, Global Jet Capital is uniquely positioned to craft customized financial solutions.

844.436.8200 \ [info@globaljetcapital.com](mailto:info@globaljetcapital.com) \ [globaljetcapital.com](http://globaljetcapital.com)

Miami \ Hong Kong \ Zurich \ New York

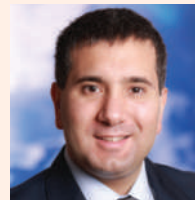
**GLOBAL JET**  
C A P I T A L

# An Introduction to Flight Data Recorders (Part 2)

Following last month's overview, Mario Pierobon discusses the most effective FDR retrofit/upgrades with industry experts. Why should you upgrade? And what is the benefit of Flight Data Monitoring, anyway?



Mario Pierobon is a safety management consultant and content producer. He currently is working on a research project investigating aircraft ground handling safety. Contact him via [mariopierobon@az-all-in-one.com](mailto:mariopierobon@az-all-in-one.com)



**H**aving a Flight Data Recorder (FDR) installed on your business aircraft is not a given if the aircraft is of an older vintage. Where an FDR does exist, it may be more primitive than what can be installed.

The reality is that retrofitting can be expensive and, as a result, previous owners are unlikely to have installed a more modern FDR unless mandated to do so by their respective authorities. So why should you consider upgrading?

As we explored last time, there's lots that FDRs can do to enhance the safety of a Business Aviation operation.

"As the avionics and data on board the aircraft has grown in sophistication and data collection, so has the capacity of the FDRs," notes Darshan Gandhi, business development manager, L3 Harris, who highlights that they've come a long way from merely answering 'what happened,' in an accident.

"The FDRs collect thousands of data points that can be used to improve flight operations and pilot training." And in doing so, they can help prevent accidents from occurring throughout the industry.

Moreover, regulators are updating the minimum recording standards from 2 hours of cockpit voice recording to a minimum of 25 hours. "They are also increasing the number of parameters that are available from the data acquisition devices," Gandhi adds.

"These new regulations will require technology upgrades to current designs. Obsolescence may also drive updates since older parts may no longer be able in the market for repairs or replacements."

### Finding the Best FDR Upgrade Path

For those needing to upgrade, or seeking the benefit of a more modern FDR aboard an older aircraft, what is the best route to go? "Today, a 25-hour FDR meeting the latest TSO is advisable to install if done as a retrofit option," suggests Robert Randall, director, Strategic Business Development, Universal Avionics.

"The installation certification paperwork package will dictate which recorder and what parameters are approved, based on the current regulations and aircraft type."

There are some specific considerations to make, and processes to implement for retrofitting FDRs in older aircraft, however.

"Some form of flight data acquisition is required for the FDR to receive flight data for recording," notes Mark

Shoemaker, senior director, Leasing Companies & Business Aviation, Teledyne. "Some newer business aircraft have integrated flight data acquisition systems that can send data to the FDR.

"If an integrated flight data acquisition system is not on the aircraft, then a stand-alone flight data acquisition unit (FDAU) will need to be installed to acquire, process and transmit data to the FDR for recording.

"The integrated or stand-alone system may have a built-in quick access recorder (QAR) that records the same data as the FDR, and in some cases more, which can be more easily accessed for flight data analysis or monitoring," he adds.

On older aircraft, a platform-specific STC would need to be obtained to replace older recorders with new ones. "This is also true when the design is updated because of obsolescence," Gandhi explains. "The 'hull value' of the aircraft also drives the amount of the money that the owner is willing to spend on updates."

### Understanding Flight Data Monitoring

The activity that processes flight data and provides insights as to what is happening in flight operations is flight data monitoring (FDM). Though it's not always required by law, business aircraft operators have several reasons to conduct FDM, which is more commonly known in the United States as Flight Operations Quality Assurance (FOQA).

"Enhanced safety monitoring and improvement is the first and foremost reason," Gandhi says. "By using objective flight data, operators can pinpoint areas of interest and target those areas for safety campaigns.

"Without relying solely on reported flight safety issues, flight data monitoring can shed light on a wider range of issues, some of which may not be easily detectable by flight crews (i.e. latent risks)."

"Flight data monitoring is useful to show things like hard landings, over-use of engines, and braking hard," elaborates Chris Christianson, avionics technical representative, Duncan Aviation. "For these kinds of events, recording parameters may come in useful."

According to Shoemaker, FDM should be implemented under all circumstances to improve operational safety. "FDM is being utilized in many different ways to improve operations and maintenance efficiency and to improve dispatch reliability, optimising fuel loads, as well as improving dispatch reliability," he says.

"Flight data can be used for training to educate pilots →



"...FDRs collect thousands of data points that can be used to improve flight operations and pilot training."

on unfamiliar airport take-off and landing procedures," he adds. "Once an operator has started FDM, the operational benefits are endless. Teledyne Controls has FDAUs with integrated QARs for most business aircraft that can be installed for FDM without the requirement or need to install an FDR."

#### Financial Incentives & the Greater Good of FDM

Sharing de-identified data with platforms such as the FAA's Aviation Safety Information Analysis and Sharing System (ASIAS) improves safety awareness in the entire industry through benchmarking and aggregate trend analysis, notes Gandhi. "Aside from safety enhancement, there is often a financial incentive too."

"Several aircraft insurance providers apply discounts to operators with an active FOQA program, and prominent audit companies are beginning to look toward FDM/FOQA as a stage in the audit process."

"In summary, key benefits of FDM/FOQA include

the identification of fuel savings strategies, high fidelity usage monitoring, improved fleet management, reduced maintenance and fault detection."

Meanwhile, the industry is experiencing ongoing development and enhancements in flight data recording capabilities. "The value of the recorded data is being analysed, and businesses are investigating many areas that this data can be used to enhance safety and improve maintenance schedules which saves the owner/operator money," Randall notes.

"Operators can benefit tremendously with a properly equipped aircraft which data can be used to predict or respond to unscheduled events," he adds. "The available data is becoming more and more accessible through many subscription services."

As the infrastructure continues to improve at a fast pace, FDM will only become more common – and, as demonstrated, the value of the information will help save operating costs and continues to enhance safety. With FDM, everyone can be a winner... ■

Understand Business Aircraft Avionics – with AvBuyer



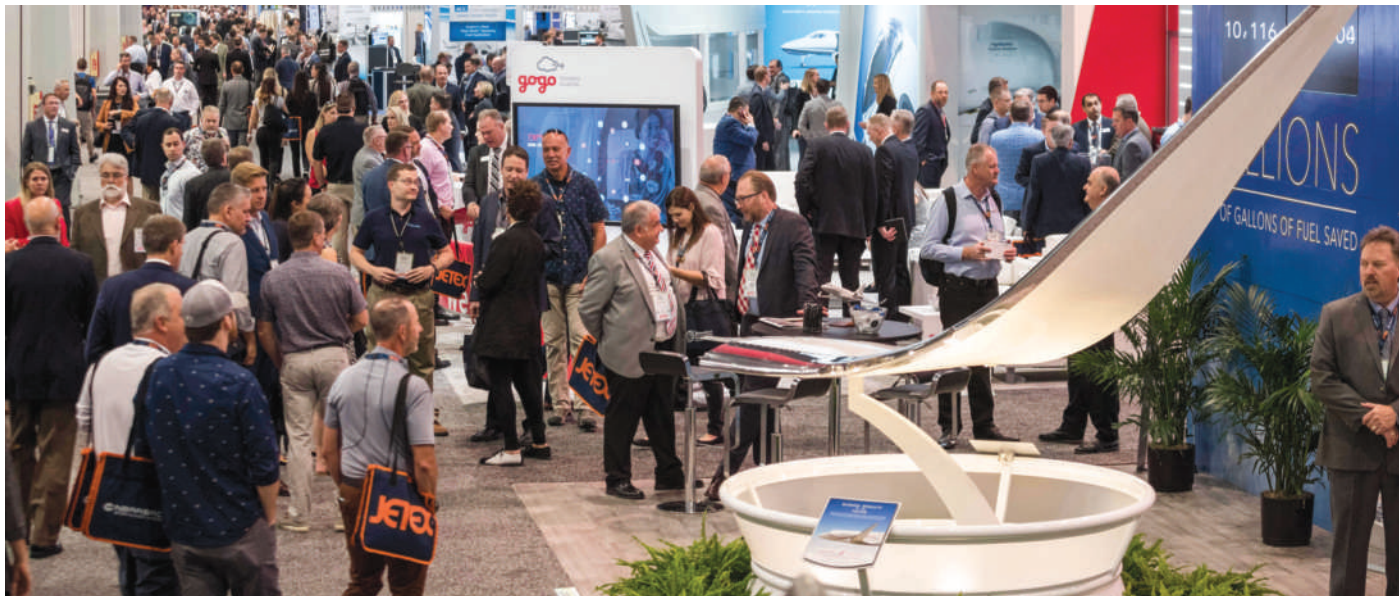
## OPEN UP THE BOARDROOM

Work efficiently without limits.  
Connect in real time with the secure,  
high-performance, low-latency network.

The Most Compelling User Experience • [smartskynetworks.com/ATG](https://smartskynetworks.com/ATG) • 800.660.9982



© SmartSky Networks, LLC 2019. All Rights reserved.



## NBAA-BACE 2019 Rewind: What Were the Hot Topics?

Jeremy Cox provides a summary of the key areas of discussion and exploration at NBAA-BACE 2019. Sustainable Aviation Fuel and future urban aircraft are just two topics that continue to increase momentum...

During his NBAA-BACE opening speech in Las Vegas, NBAA President Ed Bolen projected the 2019 event would be: "The most exciting convention NBAA has ever hosted". NBAA staff asserted that NBAA-BACE had "a new look, new feel and new energy – an exciting era in Business Aviation."

The energy part might have been a clever reference to the Sustainable Aviation Fuel (SAF) program that was heavily promoted this year. NBAA held a panelist discussion on SAF on the last day of the show, as well as making sure that SAF was available at the Henderson Airport where the Static Display was located.

According to NBAA approximately 150,000 USG of Sustainable Alternative Jet Fuel was pumped into NBAA-BACE attendees' aircraft. And during the mid-point of the convention, a lunch took place sponsored by World Fuel Services, Farnborough Airport and Gulfstream, in a convention meeting room for invited guests to interact with an expert panel about SAF.

The panel consisted of representatives from the Commercial Aviation Alternative Fuels Initiative (CAAIFI), Gulfstream Aerospace and Avfuel Corporation.

### UAM/UAS Innovation Display Area

Along with new colors, graphics and interactive virtual-reality and social media features at this year's NBAA-BACE, NBAA also went all-out to promote the Commuter Air Mobility Initiative (CAMI) in which it shares its founding membership with GAMA, Bell, Raytheon, the Unmanned Safety Institute and the Vertical Flight Society.

CAMI was featured in a special UAM/UAS Innovation Display Area in the convention hall, where Airbus, Bell, Boeing, Bye Aerospace, Honeywell, Jaunt Urban Air Mobility, Nexa Advisors, Uber Elevate and XTI featured their future urban aircraft.

More than 200 companies that are designing and building

these aircraft of the future believe that more than \$300bn will be invested into this emerging sector of aviation within the next 20 years.

### Exhibitors: Almost 1,000 Strong!

Though NBAA hadn't released the total number of delegates who 'scanned-in' for their badges at NBAA-BACE at the time of writing, it's known (I physically counted the number of companies with exhibit spaces listed in the convention directory) that 970 individual companies and organizations exhibited at this year's convention.

There were also 80 aircraft on display, mainly at Henderson Airport – but there was a small contingent of real (non-mock-up aircraft) in the main exhibit hall at the convention center, too.

Over the following pages, we explore some of the stories to emerge from the event (excluding the Gulfstream G700 announcement, which featured in the November issue of AvBuyer). Note, the following is not intended as an exhaustive list of OEM announcements... ➔





# WRIGHT BROTHERS

AIRCRAFT TITLE

## YOUR PREMIER TITLE COMPANY

Wright Brothers Aircraft Title is a provider of aircraft title management and escrow services for all types of aircraft. Doing business both domestically and around the globe, Wright Brothers offers quick, personalized service from Debbie Erwin always with the utmost of confidentiality. Available 24.7.365.



Title Search  
Title Clearing  
Escrow Services  
Trust Services\*  
Registration Services  
Preparation of Documents  
Accident / Incident Searches  
Domestic & International Services

928 SW 107th Street, Oklahoma City, OK 73170  
Telephone: (405) 680-9289  
Toll Free (within the US): (866) 217-5700  
Fax: (405) 732-7457  
[www.wbaircraft.com](http://www.wbaircraft.com)  
Email: [dmercero@wbaircraft.com](mailto:dmercero@wbaircraft.com)



SERVING CUSTOMERS  
SINCE 2001



\* All Trust Services provided by our sister company, Aircraft Guaranty ([www.agcorp.com](http://www.agcorp.com))



## Pilatus Announces the PC-12 NGX

Pilatus unveiled what it calls “the industry’s most advanced and versatile single-engine turboprop”, the PC-12 NGX. The aircraft incorporates an improved engine, smarter avionics and a completely redesigned cabin with larger windows over the PC-12 NG...

**A**t the heart of the new PC-12 NGX is Pratt & Whitney Canada’s PT6E-67XP powerplant. This improved engine features an Electronic Propeller and Engine Control System, including Full Authority Digital Engine Control (FADEC) – a first in the single engine turboprop segment.

The new engine enables the PC-12 NGX to achieve a maximum cruise speed of 290ktas, and the propeller’s low-speed mode will result in a significant reduction in cabin noise.

### Smart Cockpit Environment

Among its many new features, the Advanced Cockpit Environment System by Honeywell used on the PC-12 NGX has been inspired by the PC-24 cockpit, and Pilatus has sought to combine the power of a cursor control device with the versatility of a smart touch screen controller.

A digital autothrottle adjustment, meanwhile, will reduce pilot workload for greater safety, and ensures automatic power optimization in every phase of flight, Pilatus notes.

### New Cabin, Larger Windows

A 10% enlargement to the cabin windows will deliver more natural light to PC-12 NGX passengers. The rectangular shape of the new windows is another component adapted from the PC-24.

Meanwhile, a completely redesigned cabin comes in six different BMW Designworks’ interiors, and the seats offer optimum ergonomics with full-recline capability while being arranged to provide maximum freedom of movement with more headroom.

### Reduced Operating Cost

Finally, scheduled maintenance intervals have been extended to 600 flight hours, providing significant cost savings. The TBO period has also been increased from 4,000 to 5,000 hours, reducing the cost of operating the PC-12 NGX even further and making it the undisputed leader in its class.

### ...Three Units Sold as NBAA-BACE Opens

A day after unveiling the new PC-12 NGX, Pilatus reported strong demand from across its global authorised sales network, and on the first public day of NBAA-BACE, three customers got in line to purchase the aircraft.

Australia-born Dion Weisler, at the time president & CEO of HP, will become the first owner of a PC-12 NGX. The first US customer will be Shon Boney, co-founder of Sprouts Farmers Markets, while João Carlos Marinho Lutz is to become the first Brazilian customer to take delivery of the new PC-12 NGX, with deliveries due to start in Q2 2020.

More information from [www.pilatus-aircraft.com](http://www.pilatus-aircraft.com)

## OEM Bites



Airbus Corporate Jets (ACJ) and Sabena technics are to co-operate in proposing self-protection systems (SPSs) for Airbus corporate jets. Each SPS would combine an existing, state of the art, directional infra-red countermeasure (DIRCM) system with installation on an Airbus corporate jet. [www.acj.airbus.com](http://www.acj.airbus.com)



Boeing displayed a hypersonic HorizonX concept at NBAA-BACE. Partnered by Aireon, Boeing has also invested in UK-based Reaction Engines Limited (REL), the leader in developing Reaction Engine Technology, a blend of jet and rocket technology. [www.boeing.com](http://www.boeing.com)



Embraer announced a purchase agreement with Flexjet that includes the recently certified Praetor jets and the Phenom 300. Valued at up to US\$1.4bn the deal was included in the Q2 2019 backlog, with deliveries starting in Q4 2019. Flexjet also becomes Embraer’s Praetor fleet launch customer. <https://executive.embraer.com>

AIRCRAFT OPPORTUNITIES



2009 AIRBUS A319CJ - MSN 3826



2015 LINEAGE 1000E - MSN 632



2016 DASSAULT FALCON 8X - MSN 410



2012 GLOBAL 5000 - MSN 9468



2011 GULFSTREAM G550 - MSN 5302



2010 GULFSTREAM G550 - MSN 5284



1995 AVRO RJ70 - MSN E1267



1998 DASSAULT FALCON 50 - MSN 185



2007 PREMIER 1A - MSN RB-196



1999 SOCATA TBM 700A - MSN 141



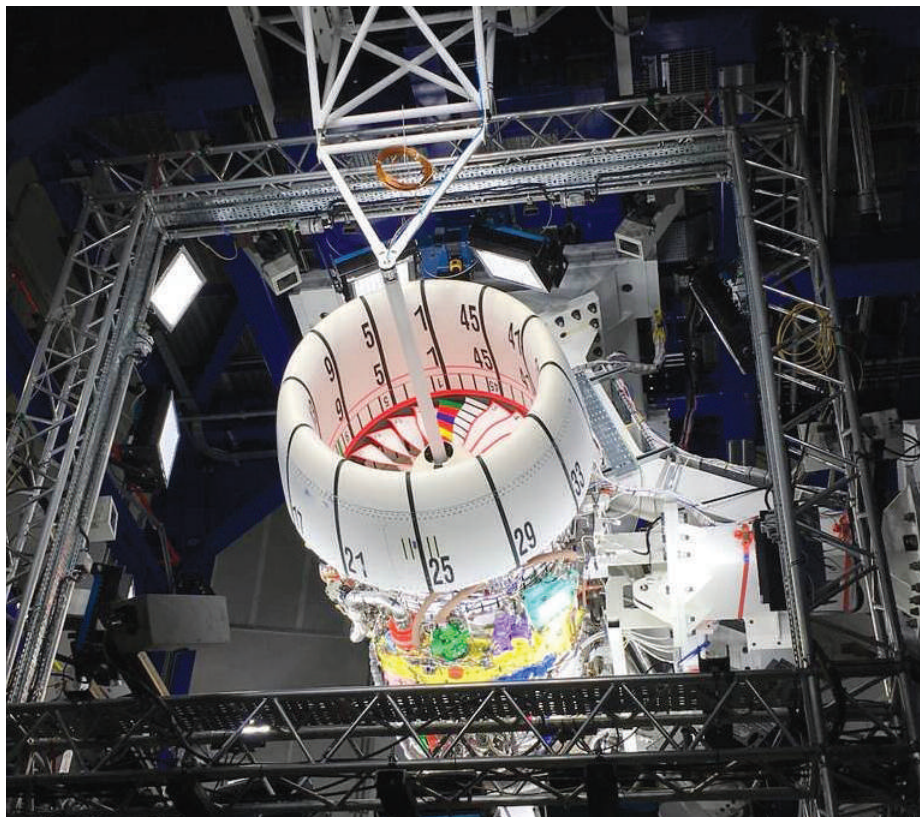
2012 AIRBUS EC145 - MSN 9502



2011 Off-Market GLOBAL EXPRESS XRS



By Appointment to H.S.H. the Sovereign Prince of Monaco



## Rolls-Royce Unveils Pearl 700 for Gulfstream G700

Rolls-Royce announced the new Pearl 700 powerplant, the latest addition to its Pearl engine family for Business Aviation, at NBAA-BACE. The purpose-designed engine is the exclusive powerplant for the brand-new Gulfstream G700...

**T**he Pearl 700 is the newest member of the state-of-the-art Pearl engine family and marks the seventh new civil aerospace engine introduced by Rolls-Royce over the past decade. This newest powerplant combines the extremely efficient Advance2 engine core with a brand-new low-pressure system.

The result is an 8% increase in take-off thrust at 18,250lbs (compared to the BR725 powerplant). Offering a 12% better thrust-to-weight ratio and 5% higher efficiency, the Pearl 700 also maintains its low noise and emissions performance.

The result is an engine that's highly efficient, but also able to propel customers at up to Mach 0.925.

"The Gulfstream-exclusive Pearl 700

engines that will power the world's largest business jet at more than nine-tenths the speed of sound once again demonstrate the capabilities of the Rolls-Royce team," said Gulfstream CEO Mark Burns. "...we know they will deliver a first-rate experience to our Gulfstream G700 customers, from the capabilities of the powerplant to their comprehensive after-market support."

"Our whole team is very proud to power [the Gulfstream G700]," Chris Cholerton, president, Civil Aerospace, Rolls-Royce said. "We're looking forward to continuing our successful partnership that started some 60 years and 4,500 engine deliveries ago with the Dart-powered Gulfstream I."

More information from [www.rolls-royce.com](http://www.rolls-royce.com)

## OEM Bites



Honda Aircraft Company announced the first installation of a medevac configuration on the HondaJet Elite. The configuration was installed on an aircraft owned by Wing Spirit, a Hawaii-based air ambulance and charter company. A mock-up of the HondaJet Elite medevac was on display during NBAA-BACE.

[www.hondajet.com](http://www.hondajet.com)



Piaggio Aerospace announced an agreement with Al Saif Aviation at NBAA-BACE for the purchase of at least 10 Avanti EVOs worth \$930m. The first is scheduled to be delivered in H2 2020. Piaggio Aerospace's extraordinary commissioner Vincenzo Nicastro also announced he is ready to launch a public tender for the sale of the company.

[www.piaggioaerospace.it](http://www.piaggioaerospace.it)



Tecnam gave an NBAA-BACE debut to its versatile twin-engine piston P2012 Traveller aircraft and enjoyed a high level of interest and success. The company secured 11 sales within the first two days of the show alone.

[www.tecnam.com](http://www.tecnam.com) ➔

# AMERICAN KODIAK

*"Wherever It Lands, It Feels Like  
It's Supposed To Be There"*

[www.AmericanKodiak.com](http://www.AmericanKodiak.com)

## THE KODIAK 100

A recent buyer and long-time flyer shared his motivations for upgrading to the Kodiak 100 Series II. Straight and simple, he wanted to carry the whole family and their load whenever and wherever they were going – safely and comfortably.  
[www.americankodiak.com/blog](http://www.americankodiak.com/blog)



## FOR BUSINESS

What should have been straight and simple wasn't though. Our client had two other aircraft which couldn't go many places without tearing something up. He had different planes to carry family and conduct business, but neither could do everything he needed.

## FOR FAMILY

He needed a more spacious and versatile single engine turboprop that would hold eight people plus cargo – safely taking off from and landing at small airports, which required both more power and lower speeds. Having grown up on a farm and with family living in Alaska, he understood that maneuverability, operating range and power for short takeoff and landing (STOL) were necessities.



## FOR FUN

The Kodiak 100 Series II is now our client's most fun and exciting plane. The pilot, crew and entire family appreciate the thought put into its design and the quality in every part – "It looks good on the ramp and performs in the air. Wherever it lands, it feels like it's supposed to be there."



Factory authorized dealer for the Kodiak 100 in Texas, Oklahoma, Louisiana, Arkansas, Missouri, Kansas and Nebraska

AmericanKodiak.com | Mailing Address: 5007 Airport Road, Denton TX 76207 | 940-800-8022  
Sales: Eamonn Donovan | [Eamonn@americankodiak.com](mailto:Eamonn@americankodiak.com) OR Dan Boone | [Dan@americankodiak.com](mailto:Dan@americankodiak.com)



Gerry Block

Gerry Block, founder and CEO of *Sandel Avionics*, has stepped down from his post. Block established Sandel in 1998 to bring high-performance color graphics avionics to unserved General Aviation customers.

Jeff Favati becomes sales manager at the *Av8 Group*. Favati has more than 25 years of aviation industry experience.



Jeff Favati

Janine Iannarelli, founder and president of *Par Avion*, was elected vice chair of the Board for the European Business Aviation Association's (EBAA's) Associate Members Advisory Council. Iannarelli has been a long-time member of both the EBAA and NBAA.



Janine Iannarelli

John Knudsen, general counsel for Bye Aerospace, has joined the Board of Directors of the *General Aviation Manufacturers Association*. Knudsen has 40 years of aviation legal and corporate experience.

Michael Parker was added to the *Soljets* sales team as executive

sales director. Parker brings more than two decades of experience to his new role, formerly holding roles with Cessna Aircraft, HondaJet Northwest and Keystone Aviation.

Sandra Phelps has been named by *Duncan Aviation* as its International Parts & Rotables Sales Representative, dedicated to the EU (European Union) member states.



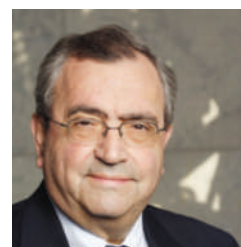
John Knudsen

John Rosanvallon, who is stepping down as CEO and president of Dassault Falcon Jet after a nearly 45-year career with the French manufacturer, and Mary Miller, corporate vice president of industry and government affairs for BBA/Signature Flight Support, are among a slate of six recipients announced for this year's National Aeronautic Association (NAA) *2019 Wesley L. McDonald Distinguished Statesman of Aviation Awards*.

Todd Slater is named by *Millennium International Avionics* as business development director. Slater is tasked with developing commercial air transport and corporate aviation sales and service opportunities.



Sandra Phelps



John Rosanvallon

## BizAv Events 2019/20

Russian & CIS Business Aviation  
Dec 5  
Moscow, Russia  
[www.aeropodium.com](http://www.aeropodium.com)

Principles of Aircraft Valuations  
Jan 10  
Fort Lauderdale, FL, USA  
[www.aeropodium.com](http://www.aeropodium.com)

Transformative Vertical Flight 2020  
Jan 21 – 23  
San Jose, CA, USA  
[www.vtol.org](http://www.vtol.org)

HAL: Heli-Expo  
Jan 27 – 30  
Anaheim, CA, USA  
[www.heliexpo.rotor.org](http://www.heliexpo.rotor.org)

NBAA: Regional Forum  
Jan 29  
West Palm Beach, FL, USA  
[www.nbaa.org](http://www.nbaa.org)

Corporate Jet Investor London  
Feb 3 – 4  
London, UK  
[www.corporatejetinvestor.com](http://www.corporatejetinvestor.com)

Air Ops Europe 20  
Feb 4 – 5  
Brussels, Belgium  
[www.ebaa.org](http://www.ebaa.org)

SETops & Small Airfield Conference  
Feb 27  
London, UK  
[www.emeraldmedia.co.uk](http://www.emeraldmedia.co.uk)

NBAA: Leadership Conference  
Feb 24 – 26  
Orlando, FL, USA  
[www.nbaa.org](http://www.nbaa.org)

Aero Expo  
Mar 3 – 5  
Toluca, Mexico  
[www.aeroexpo.com.mx](http://www.aeroexpo.com.mx)

BBGA Annual Conference  
Mar 5  
Luton, UK  
[www.bbga.aero](http://www.bbga.aero)

NBAA: Regional Forum  
Mar 5  
San Jose, CA, USA  
[www.nbaa.org](http://www.nbaa.org)

NBAA: Schedulers & Dispatchers Conf  
Mar 10 – 13  
Charlotte, NC, USA  
[www.nbaa.org](http://www.nbaa.org)

European Corporate Aviation Summit  
Mar 13  
Malta  
[www.aeropodium.com](http://www.aeropodium.com)

NBAA: Int'l Operators Conference  
Mar 16 – 19  
Charlotte, NC, USA  
[www.nbaa.org](http://www.nbaa.org)

NBAA: Business Aircraft Finance Conf  
Mar 22 – 24  
Amelia Island, FL, USA  
[www.nbaa.org](http://www.nbaa.org)

AEA Int'l Convention & Trade Show  
Mar 24 – 27  
Nashville, TN, USA  
[www.aea.net](http://www.aea.net)

Aircraft Interiors Expo  
Mar 31 – Apr 2  
Hamburg, Germany  
[www.aircraftinteriorsexpo.com](http://www.aircraftinteriorsexpo.com)

Sun-n-Fun Int'l Fly-In & Expo  
Mar 31 – Apr 5  
Lakeland, FL, USA  
[www.sun-n-fun.org](http://www.sun-n-fun.org)

AERO Friedrichshafen  
Apr 1 – 4  
Friedrichshafen, Germany  
[www.aero-expo.com](http://www.aero-expo.com)

# Aradian Aviation



**Gulfstream 450**

Several aircraft available



File photo

**Gulfstream 550**

Several aircraft available



**2011 Premier 1A**

1,415 hours. TAP Advantage Elite. Recent A and B check



**2011 Hawker 900XP**

1,450 hours. MSP Gold



**Gulfstream GIV SP**

Several aircraft available



**Gulfstream GV**

Several aircraft available



**2010 Bell 412EP**

1996 hours. VVIP interior. Air conditioning. Aux fuel



**2005 Airbus EC120B**

1490TT. Recent paint and interior. Air conditioning. Engine particle filter

ALSO OFFERING: Beech King Air C90GTi, B200, 350. Hawker 800XP, 900XP. Bell 412EP

Call/Email For Details

[www.aradian.com](http://www.aradian.com)

UK office

Tel. +44 1481 233001

Fax. +44 1481 233002

[steverogers@aradian.com](mailto:steverogers@aradian.com)

ALSO IN: Middle East, South Africa, Russia, Kazakhstan, Spain, Germany and India

# AvBUYER

ACTIONABLE INTELLIGENCE FOR BUSINESS AVIATION

"AvBuyer has long been a valued marketing partner, but this last year, in keeping with their innovation and creativity, we mutually decided to kick our efforts up a notch or two. The result was a video series designed to provide insider's knowledge about private planes from those who fly them every day in the "Insider's Guides." This now-popular video series garners thousands of views each month, and provides insights you won't get from marketing slicks. The joint effort is just another evidence of AvBuyer's dedication to educating and serving consumers and professionals alike. I'm proud to be working with them and appreciate their can-do attitude."

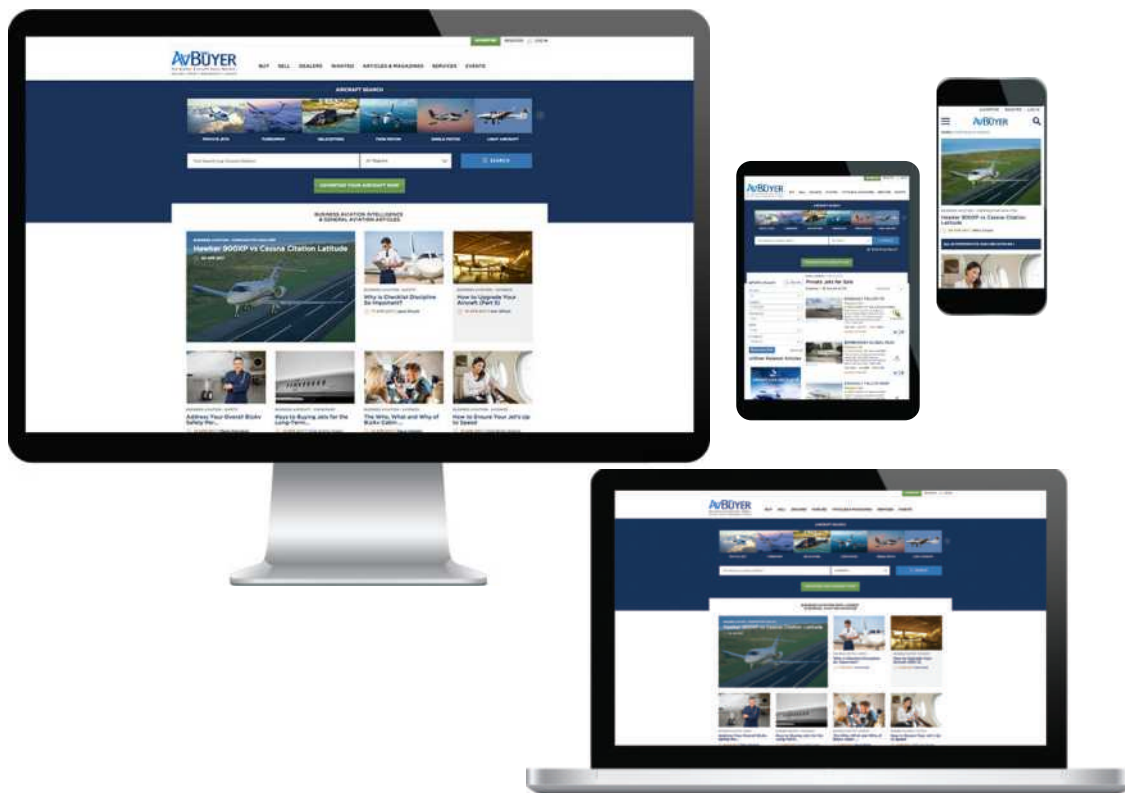
**Rene Banglesdorf, Charlie Bravo Aviation**



*Charlie Bravo*  
A V I A T I O N

# The **BEST** Aircraft For Sale Search

anywhere,  
everywhere  
on pc, smartphone  
and tablet.



[www.AvBUYER.com](http://www.AvBUYER.com)



# The future of flight starts here

## SINGAPORE AIRSHOW 2020

Asia's largest aerospace and defence event

From electric and hybrid aircraft, to unmanned and artificial intelligence technologies, the latest innovations take centre stage at Singapore Airshow 2020. Get ready to witness the unprecedented breakthroughs shaping the world of aviation and explore business opportunities with the top industry leaders.

**SINGAPORE AIRSHOW 2020 IS OPEN FOR TRADE REGISTRATION!**  
**REGISTER NOW AND SEE WHAT'S IN STORE FOR THE FUTURE OF FLIGHT.**

### SINGAPORE AIRSHOW 2020 HIGHLIGHTS

- Over 1,000 of the world's leading aerospace companies
- Singapore Airshow Aviation Leadership Summit 2020
- MRO and OEM Business Forums
- Innovation Forum
- What's Next @ Singapore Airshow
- Static and Aerobatic Flying Displays

### TRADE VISITOR PROMOTION

Register by  
**31 January 2020**  
and stand to win  
attractive prizes in  
our **Pre-Registration  
Lucky Draw.**



Scan to register!

\*Terms & Conditions apply.

SECURE YOUR TRADE PASS NOW AT [WWW.SINGAPOREAIRSHOW.COM/TRADE/REGISTER](http://WWW.SINGAPOREAIRSHOW.COM/TRADE/REGISTER)



Organised by:



Official Media Partner:



Supporting Media Partners:



Held in:



# PRODUCTS & SERVICES

## Wheels Up Tech Acquisition

Wheels Up, a leading private aviation company, announced today that it has entered into a definitive agreement to acquire certain material assets of Avianis Systems, LLC, a leading private aviation technology company that provides an advanced Flight Management System ("FMS") for private aircraft owners, operators, management companies, charter brokers, and flight departments.

The move is expected to accelerate development of the private aviation membership company's next-generation digital services, including its charter marketplace. Specifically, Wheels Up is creating technology to help private aircraft operators move their business to a streamlined, digital platform that will offer post-booking automation; calculate real-time pricing, feasibility, and availability; and create new revenue streams through access to additional demand for flights.

[www.wheelsup.com](http://www.wheelsup.com)

**WHEELS UP**



## New Textron Facility in Australia

Textron Aviation announced the opening of an aircraft parts warehouse in Australia to support its fleet of business jets, turboprops and piston aircraft. The parts warehouse will be co-located at Essendon Fields Airport with Premier Aviation Maintenance Pty Ltd, a Textron Aviation Authorized Service Facility.

"With Premier established as our new ASF for Australia, we are enhancing our regional parts availability. This represents another step in our ongoing commitment to Textron Aviation aircraft owners in Australia and across the Asia-Pacific region," said Brad Thress, senior vice president of Parts and Programs at Textron Aviation

[www.txtav.com](http://www.txtav.com)

**TEXTRON AVIATION**



## StandardAero Teams with Thales

StandardAero and Thales recently signed a long-term partnership agreement for the certification and distribution of the Thales TopMax wearable Head-Up Display (HUD) for use in business aviation aircraft.

TopMax is an industry first, resulting from Thales' decades-long experience in military Helmet Mounted Display Systems (HMDS) and civilian Head-Up Display (HUD). It is the only wearable HUD system whose ergonomics and functionalities are specifically adapted to the needs of civil pilots, whose missions are longer and therefore need a light weight wearable HUD.

[www.AvBUYER.com](http://www.AvBUYER.com)

**StandardAero**

**THALES**

At a glance, pilots with TopMax have instant and intuitive access to critical flight information for navigation and safety. TopMax is unique in the industry as its Synthetic Vision System (SVS) provides a full color, unlimited 360° field-of-regard. The SVS system also allows for off-axis symbology including cross wind, synthetic runway, extended navigational centerline and 3D traffic display for advanced situational awareness and safety

[www.standardaero.com/www.thalesgroup.com](http://www.standardaero.com/www.thalesgroup.com)



## Satcom Direct again Tops Survey

Satcom Direct (SD), a world-class leading business aviation solutions provider, has again been voted into the top spot in the annual AIN product support industry survey. SD has maintained its first-place position in the cabin electronics category for the past five years achieving an average 8.4 rating for this year, up 0.2 from the 2018 results.

**satcom direct**



The annual survey held by Aviation International News gave SD high marks in warranty fulfillment, technical manuals and overall product reliability. SD's technical reps scored a 9.0, the highest of any of the rankings in the segment. "We actively focus on refining our ability to be proactive in every way possible for all of the services that we support. Customers view this as an insurance policy of sorts, and know that SD is monitoring network connectivity performance and data security to ensure the best user experience on every flight for every passenger," said Chris Moore, president business aviation, SD

[www.satcomdirect.com](http://www.satcomdirect.com)

## R-R Pearl 15 Wins another Approval

The Rolls-Royce Pearl 15 engine for the Bombardier Global 5500 has received Transport Canada certification. Since receiving EASA certification in 2018, the Pearl 15 has undergone a comprehensive test program and is undergoing final flight validation on both Global models, which are on track to enter service by year-end.

According to Rolls-Royce, the 15,250-pound-thrust Pearl 15, which is the first of a planned new engine family for business aviation, combines technologies derived from the Rolls-Royce Advance2 technology demonstrator programs with proven features from the BR700. It also incorporates an engine health

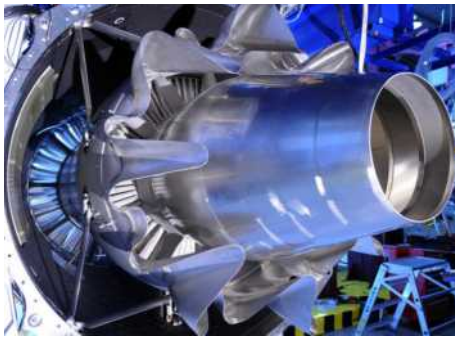
**Rolls-Royce**

# PRODUCTS & SERVICES

monitoring system that introduces advanced vibration detection and remote engine diagnostics.

Compared with the BR710 engine, the Pearl has up to 7% better specific fuel consumption, is two decibels cumulative quieter, and reduces NOx emissions by 20 percent

[www.rolls-royce.com](http://www.rolls-royce.com)



## Textron's New Service Location in Manila

**TEXTRON AVIATION**

Textron Aviation announced the opening of a new service location in Manila in collaboration with PhilJets Aero Services. The new facility currently offers maintenance work on Beechcraft King Air 200, 250, 300 and 350 aircraft registered in the Philippines, and is pursuing type certification for Cessna Caravans and Beechcraft King Air 90 aircraft.

PhilJets Aero Services is a leader in aviation services for the Philippines and the ASEAN region. The company offers a wide range of services – from aircraft acquisition and sales assistance to aircraft management and maintenance – for customers from general aviation, commercial airlines, MRO companies and government agencies

[www.txtav.com](http://www.txtav.com)



## AirMed Adds Challenger for Long Range Transports



AirMed International has added a Bombardier Challenger 601 widebody jet to its fleet to fly national nonstop and longer range international medical patient transports. Based at Sacramento McClellan Airport, the Challenger will also be available for day trips from the Hawaiian Islands and provide faster response times to Hawaiian and Western Pacific patients.

"This additional widebody aircraft will enable AirMed to provide longer range flights to medically complex and neonatal patients," said AirMed International President Denise Treadwell. "It adds to our growing capabilities around the world, specifically to Hawaii, Guam and the entire Asia Pacific region for many hospitals and medical facilities in the area." With accreditation from both CAMTS and the European Aeromedical Institute (EURAMI), AirMed is able to deliver an excellent transport experience to customers regardless of location



[www.airmed.com](http://www.airmed.com)

## AERIA Completes another VVIP

AERIA Luxury Interiors (AERIA) has successfully added a third custom VVIP completions program to its track record when it recently delivered, ahead of schedule, a B737-700 to an

undisclosed head-of-state customer.

AERIA had begun work on the business jet when the aircraft arrived at its San Antonio facility in the second quarter of 2018. Using only premium materials,

the interior was constructed using the highest quality fabrics and exotic veneers to create a spacious and comfortable atmosphere fit for royalty. The interior configuration includes a statement entryway, private quarters with an elegant VIP bedroom and ensuite lavatory, including a bidet and shower. Office quarters showcase largely-scaled furnishings including a custom handcrafted desk and an ultra-plush, fully certified custom-made 6 zone massage seat

[www.aeriainteriors.com](http://www.aeriainteriors.com)



**AERIA**  
LUXURY INTERIORS



## JSSI Acquires Aviation MRO Software Specialist

Jet Support Services, Inc. (JSSI), the leading independent provider of maintenance support and financial services to the aviation industry, has acquired maintenance, repair and overhaul (MRO) software specialist

Tracware Ltd to enhance its growing suite of technology-enabled services. This is the latest in a series of strategic acquisitions for JSSI, which includes Conklin & de Decker and S3 Aero Specialists.

Tracware provides affordable, high-quality aviation process control software designed to manage workflows for third-party MRO providers, original equipment manufacturers (OEMs) and those managing their own aircraft fleet

[www.jssi.com/www.tracware.com](http://www.jssi.com/www.tracware.com)



**tracware**  
A JSSI Company

## 100th Bombardier Challenger for NetJets

**BOMBARDIER**  
the evolution of mobility

Bombardier has recently delivered its 100th Challenger business jet to fractional provider NetJets. The delivery of the Challenger 350 brings NetJets' total fleet of the type to 80 Model 350s and 20 Challenger 650s. To date, NetJets'

# PRODUCTS & SERVICES

Challenger fleet in the U.S. and Europe has flown a total of 178,394 flights (96,773 of which were revenue flights), 339,124 passengers, and 300,554 total flight hours, according to statistics provided by Bombardier

[www.businessaircraft.bombardier.com](http://www.businessaircraft.bombardier.com)



## R-R300 Tops One Million Flight Hours

The Rolls-Royce RR300 engine has moved past the one million flight hour milestone, providing Robinson R66 helicopter operators nearly a decade of reliable service.

R66 operators are supported by the Rolls-Royce RR300 FIRST network, a global, authorized system providing outstanding

service. The Rolls-Royce FIRST (Fully Integrated Rolls-Royce Support Team) network provides affordable, reliable support solutions. The FIRST network includes more than 30

approved, licensed service centers and Aviall locations around the world, and its competitive structure means operators can find affordable and reliable service anywhere for Rolls-Royce M250 or RR300 engines

[www.rolls-royce.com/www.robinsonheli.com](http://www.rolls-royce.com/www.robinsonheli.com)



## Nextant 604XT Differences Training

Operators now have the ability to receive the required Pro Line 4 to Pro Line Fusion differences training through FlightSafety International. Upon completion of the training, Part 135 Challenger 604XT operators will then be authorized to operate their aircraft with the Pro Line Fusion STC installed. Demand

for the Nextant Aerospace 604XT Pro Line Fusion cockpit upgrade is so strong that the company currently has seven installations in progress with an estimated 30 that will be completed by the end of the year

[www.nextantaerospace.com](http://www.nextantaerospace.com)

[www.AvBUYER.com](http://www.AvBUYER.com)



## First Flight of PW812D Soon

Within a few weeks, Pratt & Whitney Canada (P&WC) will go ahead with first flight of the Dassault-configured PW812D turboprop on its Boeing 747SP testbed. The PW812D will power the in-development Dassault Falcon 6X.



Sharing the core of the PW1200G geared-turboprop engine for the Mitsubishi SpaceJet regional airliner but neither the gear system driving the PW1200G's fan nor the commercial engine's low-pressure compressor stages, the PW812D has now accumulated more than 1,200 hours of running time, the company stated. That includes the time accumulated by both P&WC's initial development-configured engines and the Dassault-configured engines P&WC is now producing

[www.pwc.ca](http://www.pwc.ca)

## Macquarie has Acquired Farnborough Airport

Macquarie Infrastructure and Real Assets (MIRA), via Macquarie European Infrastructure Fund 6 (MEIF6), has acquired Farnborough Airport from a consortium of private investors.

The airport, which handles more than 30,000 air traffic movements each year, has facilities designed to maximise travel efficiency, reliability and customer experience for passengers travelling to London and the South East.

Farnborough Airport is the birthplace of aviation in the UK. When opened in 1908, Farnborough Airport was the UK's first airfield and the site of the country's first powered flight. Internationally, the airport is known for being the site of one of the world's premier events for the aviation industry, the Farnborough International Airshow

[www.tagfarnborough.com](http://www.tagfarnborough.com)





# FROG Flugservice GmbH

Dr. Martin Altmann, CEO  
POB 5253, D-51491 Overath, Germany

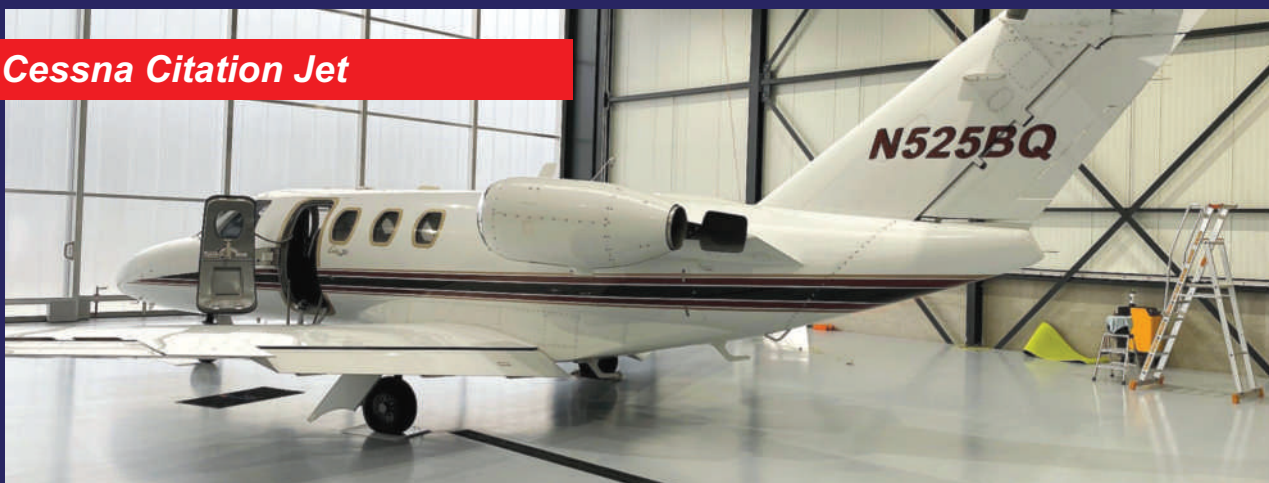
**2001 Cessna Citation CJ1**



**1997 Cessna Citation Jet**



**1996 Cessna Citation Jet**



Tel: +49-2204-74033  
Mob: +49-170-6778833  
Email: jetsales@froggy.de  
www.froggy.de and www.froggy-flight.de



**Price: \$1,175,000**

Serial Number: 525-0435  
Registration: D-IAWU  
Airframe TT: 3550  
Landings: 3200  
Aircraft on CESCO  
Engines on **TAP Elite Blue**  
Enrolled in **Pro Parts**  
No damage history  
All AD and Mandatory SB to date completed  
Fresh annual inspection  
**Document 10 will be done before delivery**  
**Complete EASA registration with decal tail numbers**  
Aircraft can be delivered with LPV capability, ADSB-out and a fully overhauled interior including new carpet at additional USD 150,000



**Price: \$1,125,000**

Serial Number: 525-0188  
Registration: N525PA  
Airframe TT: 5409  
Landings: 5999

Always Hangared  
Professionally flown  
No known damage history  
Complete documents  
No open maintenance items  
Available Immediately



**Price: \$830,000**

Serial Number: 525-0144  
Registration: N525BQ  
Airframe TT: 3317

Complete Documents  
No open maintenance  
Always Hangared  
Professionally Flown  
Available Immediately



## 2008 Cessna Citation CJ2+

**Serial Number:** 525A-0398  
**Registration:** LZ-FNB  
**Airframe TT:** 5132  
**Landings:** 3027

- EU-OPS 1 Compliant
- Engines 100% on JSSI
- ProParts
- CAMP
- No damage history/ No Corrosion

### Engines

Engine 1: 4905 hours / 2899 cycles  
 Engine 2: 4905 hours / 2899 cycles

### Avionics & Connectivity

- Collins Proline 21 Integrated Flight Director and Autopilot with 3-tube 8x10" EFIS
- Dual Collins RTU-4200 Series Radio Tuning Units with Dual Comm, Dual Nav, DME, ADF, and Dual TDR-94D Mode S Transponders with Enhanced Surveillance

### Additional Avionics

- Collins RTA 800
- Collins ALT 4000
- Collins FMS 300
- Garmin GPS 500
- BFG SKYWATCH HP
- Honeywell Mark VIII EGPWS
- CVR provisions
- Artex C406-2 Three Freq. ELT

### Interior & Entertainment

Overall Beige. Six passenger seats: Pacific Tailoring. Four Lateral Tracking Chairs in a club arrangement completed in Leather Carpets. Two forward facing. Floor covering Carpet



## 2006 Bombardier Learjet 60

**Serial Number:** 60-302  
**Registration:** ES-PVP  
**Airframe TT:** 5711  
**Landings:** 3288

- EU-OPS 1 Compliant
- ESP Gold
- On CAMP
- Airshow 400
- 15.1" & 10.4" TV Monitors
- DVD & CD Player
- Microwave oven
- Iridium Phone System
- Fresh 12 years inspection

### Engines

Engine #1 Model PW305A  
 Total Time 5559 Cycles 3194  
 Engine #2 Model PW305A  
 Total Time 5559 Cycles 3194

### Avionics & Connectivity

Rockwell Collins Pro-Line 4 EFIS including:  
 FMS Universal UNS-1 E  
 GPS Universal UNS-1 E  
 NAV 2 Rockwell Collins VIR-432 with FM Immunity  
 DME Rockwell Collins DME-442  
 ADF Rockwell Collins ADF-462  
 AFCS APG FCC-850A  
 Autopilot APG FCC-850A  
 VHF COM Rockwell Collins VHF-422C  
 HF COM Honeywell KTR-953

SATCOM Iridium ICS-200  
 SELCAL JETCALI-5  
 RADAR RTA-854  
 RADAR ALT Rockwell Collins ALT-4000

### Interior & Entertainment

Eight (7+1) seats:  
 Fwd 2 place seating  
 RH 3 place divan  
 2 place club seating  
 1 belted toilet seat



**MESOTIS JETS**  
 USING OUR REASON - LIVING YOUR PASSION

**Mesotis Jets**  
 Thomas Thums  
 Fleischmarkt 7/3  
 1010 Vienna  
 Austria

**Mob: +43-67-6590-0082**  
**Tel: +43-1-533-757216**  
**E-mail: tthums@mesotisjets.com**  
**www.mesotisjets.com**



## 2010 Embraer Lineage 1000

**Serial Number:** 261  
**Registration:** A6-AJI  
**Airframe TT:** 3766  
**Landings:** 1068

**Flying Group Middle East is Delighted to Exclusively Present Embraer Lineage 1000 MSN19000261**

**Low Time: 3766 Hours**

**Delivered 2020 Compliant and with M8 complete 19 seats. GE OnPoint Programs**

**Hi Speed WIFI**

**Full Spec Available**

**Make your offer - [info.me@flyinggroup.aero](mailto:info.me@flyinggroup.aero)  
 Call +97148841335**

**Engines:** GE/CF34-10E7B

Enrolled on GE OnPoint Program

	Left engine	Right engine
Total Hours:	3766	3766
Total Cycles:	1068	1068

**APU:** PWC/APS2300

Serial Number: HSCE1023797

Total Hours: 3794

### Avionics

Lineage 1000 Honeywell Primus Epic Avionics Suite, Fly-by-wire technology, Steep approach capability

Dual Honeywell DF-855 ADF

Dual Honeywell TR-865A & TR-865B VHF

Standby Magnetic Compass

Dual Honeywell DM-855 DME

5-tube EFIS

5-tube Flight Director

Audio International (cordless) Flight Phone  
 Dual FMS

Dual Honeywell GPS w/Honeywell Antenna

Dual Honeywell KRX-1053 HF w/SELCAL

Dual Honeywell IRS

Dual Honeywell VHF NAV

Honeywell Radar Altimeter

Iridium ICS-400 & PABX SATCOM

EGPWS w/Windshear

Honeywell TCAS-3000SP

Dual Honeywell XS-857A Mode S Transponders

Primus 880 Weather Radar w/Turbulence

### Interior & Entertainment

VVIP/19 Passengers TTL. Seating - Forward

meeting area, dining & conference suite,

mid-cabin 4-place club, aft-4-place club, divan &

6-place conference group, aft divan opposite

2-place club, observer seat, flight attendant seat.

Forward galley: 2 ovens, microwave oven, chiller, coffee brewer, espresso maker.

Forward 17-inch video monitor, mid-cabin 42-inch

monitor, additional aft 23-inch mid-cabin monitors

entertainment cabinets, dual Audio International

CD players, Airshow 4000 (lineage premium

worldwide package), three multi-region DVD

players, iPod, external audio/video connectivity,

Hi-Fi stereo surround sound, SATCOM,

high-speed data w/wireless LAN

Business- fax machine, laptop connections

\* Subject to verification by buyer upon inspection, subject to prior sale and/or removal from market



**FLYING GROUP Middle East**  
 Dubai Logistic City DWC Airport,  
 Business Park-Building A5-Office 519,  
 Dubai, UAE

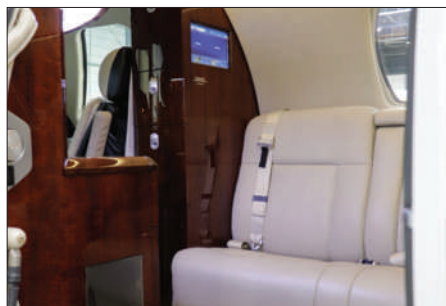
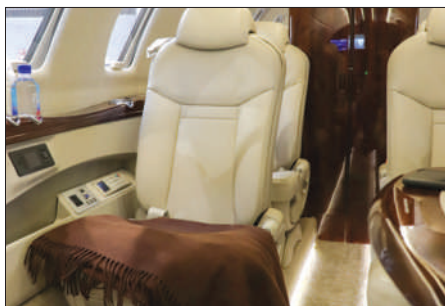
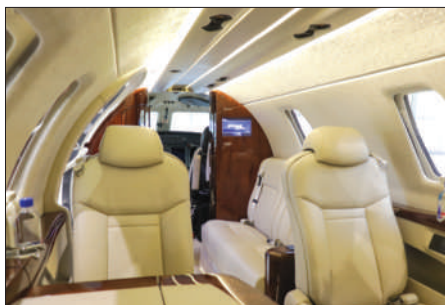
**Tel: +971 4884 1335**  
**Email: [mark.hardman@flyinggroup.aero](mailto:mark.hardman@flyinggroup.aero)**  
**[www.flyinggroup.aero](http://www.flyinggroup.aero)**



## 2018 Unique Cessna C525C

Serial Number: 288  
Airframe: 350

- Always hangered
- Only 350 Hrs since new
- Tap Blue
- Pro Parts
- Full Collins Pro Line 21
- Second FMS-300
- Interactive Textual Weather & Flight Services (datalink)
- FA2100 Flight Data Recorder (EASA)
- HF-9000
- Automatic Direction Finder
- RH Fwd Two Place Couch
- RH Two book Navigation Chart Case
- Pilot Training available
- Partnership or Rent Back opportunity available for Belgian based parties



 **SKY SERVICE**  
Private Aviation Experience

Sky Service Private Aviation Experience  
Grote Moerstraat 59  
8200 Brugge - Belgium

Tel: +32 (0) 475 44 39 11  
Email: [barth.fourcart@skyservice.be](mailto:barth.fourcart@skyservice.be)



## 1998 Citation Bravo

**Serial Number:** 550-0855  
**Registration:** N562JS  
**Airframe TT:** 5815  
**Landings:** 5188

- Over 2300 Remaining Engine Hours Before Overhaul
- Paid ADS-B Slot Reserved for Mid-September
- Delivered with Fresh Phase 5 Inspection
- Always Hangered
- Complete Logs
- Good Paint and Interior
- Belted Lav

### Airframe

Maintenance Tracking - Enrolled on CAMP

### Engines

	Left engine	Right engine
Description:	PW530A	PW530A
S/N:	DA0119	DA0121
THSN:	5681.9 Hours	5535.3 Hours
TCSN:	5772 Cycles	5072 Cycles
TSO:	1662.2 Hours	1662.2 Hours
TRBO:	2337.8 Hours	2337.8 Hours

### Avionics

EFIS Honeywell Primus 1000 3 Tube EFIS SYSTEM  
 FMS Honeywell GNS-XLS  
 GPS Honeywell GNS-XLS  
 CDU Honeywell GNS-XLS  
 TCAS Honeywell CAS 66A TCAS I  
 ADC Dual Honeywell AZ-850  
 NAV Dual Bendix King KN-53  
 VHF COM Dual Bendix King KY-196A

WEATHER RADAR Primus Color W P-880  
 RADIO ALTIMETER Collins AIT55B  
 CVR Fairchild A2005  
 DME Dual Bendix King KDI572  
 ADF Bendix King KR-87  
 GPWS Honeywell MK-VII  
 TRANSPONDER Dual Bendix King KT-70  
 ELT Artex C-406  
 A/P Honeywell PC-400

### General Specifications

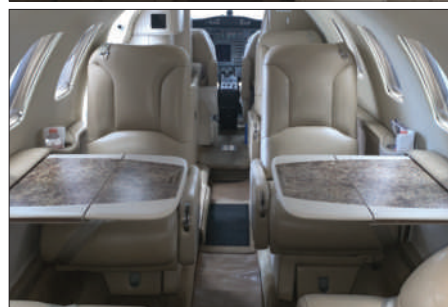
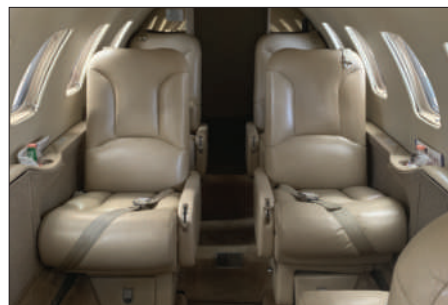
Seating 2/7  
 Baggage (CuFt Ext/Int) 46/26  
 Cabin Height (Ft) 4'8"  
 Cabin Width (Ft) 4'10"  
 Cabin Volume (CuFt) 355.25  
 Seats Full Range (NM) 1,258  
 Balance Field Length (Ft) 4,065  
 Landing Distance (Ft) 3,280.23  
 Average Block Speed (Kts) 395  
 Normal Cruise Speed (Kts) 395  
 Long Range Cruise Speed (Kts) 327  
 Fuel Usage (Gal/Hr) 164  
 Service Ceiling (Ft) 43,000  
 Useful Payload with Fuel (Lbs) 781

### Interior

Number of Passengers Seven (7) + Belted Lav.  
 (1) = Eight (8) Total  
 Lavatory Location Aft (Belted)  
 Refreshment Center Fwd

### Exterior

Base Paint Color Matterhorn White  
 Stripe Colors Dark Blue



### Jet Sense Aviation, LLC

Contact: Brett Forrester

Contact: Pat Mitchell

1 Golfview Rd, 2nd Floor, Lake Zurich, Illinois 60047

Tel: +1 (847) 550 4660

Email: [brett@jetsenseaviation.com](mailto:brett@jetsenseaviation.com)

Email: [pat@jetsenseaviation.com](mailto:pat@jetsenseaviation.com)

[www.jetsenseaviation.com](http://www.jetsenseaviation.com)



## 2008 Cessna Citation CJ2+

- Available for Sale exclusively at Air Commander Aerospace / Located (KFLL) Florida USA
- Always Kept in Private Hangar
- Cessna CJ2+ with New Avantgarde Interior & Paint
- ADSB V2
- WAAS
- LPV
- 2020 Ready

### Engine

Left Engine - S/N	Right Engine - S/N
1553 THSN	1553 THSN
1587 TCSN	1587 TCSN

### Avionics/Radios

Collins Proline 21 with 3-Tube EFIS  
 Dual Collins RTU-4220 Radio Tuning Units  
 Collins NAV-4500 VOR/LOC/GS/MB Receiver  
 Collins DME-4000 DME  
 Collins ADF  
 Collins GPS-4000S GPS Receiver  
 Collins ALT-4000 Radar Altimeter  
 Collins HF-9000 HF Transceiver  
 Collins RTA-800 Weather Radar  
 Collins XMWR-1000 XM Weather Receiver  
 Dual Collins FGC-3000 FGC  
 Collins FMC-3000 FMS (WAAS/LPV)  
 Garmin GPS-500W Navigation Unit  
 Honeywell MK VIII Enhanced GPWS  
 Collins TCAS-4000 (TCAS II)  
 Dual Collins TDR-94D Mode S/ADS-B TPX

Dual Collins AHC-3000 AHRS Computers  
 Dual Collins ADC-3000 Air Data Computers  
 Collins FSU-5010 File Server Unit  
 Collins DBU-5000 Data Base Unit  
 Aircell ST 3100 Iridium Satellite Phone  
 Artex C406-N ELT with GPS Interface  
 Cockpit Voice Recorder  
 GDL 88 Garmin  
 FS 210 Garmin

### Interior 2019

8 Pax / 2Crew Seats: 6 Passenger executive interior with a 1 forward belted side-facing seat and an 1 aft belted toilet seat – all seats with shoulder harness and lap belt, headrests, armrests, switchable position light, overhead position air vents and cup holders - Stowable executive tables - w/LH FWD Storage cabinet – Overall Off White Leather seats and armrests – White Ultraleather headliner – Sliding cabin window shades – Aft Dividers w/ upper leather - Indirect cabin lighting - LH Aft flushing/belted toilet – Aircell handset in lower sidewall – 110 Volt AC outlets in table wing – Spacious nose and aft external baggage/storage compartment areas

### Exterior 2019

Overall Pure White with Black and Gray accent stripes in Avantgarde Design Edition



### AIR COMMANDER AEROSPACE

1440 Lee Wagener Blvd.  
 Ft. Lauderdale, FL 33315

Tel: +1 954 603 3330

Mob: +1 305 898 4929

Email: [sales@aircommander.net](mailto:sales@aircommander.net)

[www.aircommander.net](http://www.aircommander.net)



## 2001 Cessna Citation Excel

**Serial Number:** 5157  
**Registration:** OE-GCA  
**Airframe TT:** 5677  
**Landings:** 5025

- 100% JSSI, ADS-B OUT & SBAS
- NO DAMAGE HISTORY

### Engines

#### PW545A on 100% JSSI

	Left engine	Right engine
S/N:	DB0324	DB0321
Hours:	5224	5606
Cycles:	4875	4957
OVH:	04.2019	02.2018
TSO:	205	576

### APU

#### Honeywell RE100

Total Time 3202 hrs  
 Cycles 5944  
 Overhaul 2013 @ 3956 cycles

### Avionics & Connectivity

Honeywell Primus 1000 Integrated Avionics System with 3-Tube EFIS  
 AHARS – Dual LCR-93  
 ADC (Air Data Computer) – Dual Honeywell AZ-850  
 FMS (Flight Management System) – Dual Universal UNS 1ESPW  
 NAV – Dual Honeywell Nav/ILS Units  
 VHF COM (Very High Frequ. Communication) – Dual Honeywell

DME (Distance Measuring Equipment) – Dual Honeywell DM-850  
 ADF (Automatic Direction Finder) – Honeywell DF-850  
 XPDR (Transponder) – Dual Honeywell XS-852H (ADS-B)  
 TCAS (Traffic Collision Avoidance System) – Honeywell TPU-67B (TCAS II - Change 7.1)  
 Radio ALT (Radar Altimeter) – Collins ALT-55  
 CVR (Cockpit Voice Recorder) – L3 A200S  
 FDR (Flight Data Recorder) – Honeywell SSFDR  
 EGPWS (Enhanced Ground Proximity Warning System) – Honeywell MK-V  
 WX RADAR (Weather Radar) – Honeywell  
 ELT (Emergency Location Transmitter) – Artex C406-2  
 Airshow Cabin Display Screen

### Interior & Entertainment

8+1 passenger executive interior with forward two-place side facing divan, center club seating and two forward facing seats.  
 Seats in tasteful grey leather with complimenting accents.  
 Interior refurbished 2016 by Duncan Aviation

### Exterior

Attractive overall white with decent silver, blue and dark blue accents. New paint 2016 by Duncan Aviation



# AircraftBluebook<sup>®</sup> JET APPRAISALS

Performed by Accredited Senior Appraisers



877.531.1450  
jetappraisals.com

Desktop Aircraft Appraisals / On-Site Asset Verification and Logbook Review  
Residual Values / Customized Analysis

## Subscription Order Form

**To receive your copy of AvBuyer Magazine every month.**

**Please complete this form and e-mail or send it to us. (Please PRINT clearly)**

● **Three Years \$120 or €100 or £70** ● **Two Years \$95 or €80 or £55** ● **One Year \$70 or €60 or £40**

Name	Job Title:	
Company Name	Type of Business:	
Company Address	Email:	
	Tel No:	
Postcode/Zipcode:	Fax No:	
State:	Country:	Web:

### METHOD OF PAYMENT

I Would like to subscribe to AvBuyer Magazine for: ☐ 3 Years ☐ 2 Years ☐ 1 Year **Please tick**

Please charge my: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Name of Cardholder	Expiry Date	
Card Account No		Security No.
Date	Signature	

Please return to: AvBuyer Magazine, Email: sue@avbuyer.com

- US Office: US Office: 1210 West 11th Street, Wichita, KS 67203-3517
  - European Office: AvBuyer House, 34A High Street, Thames Ditton, Surrey KT7 0RY, United Kingdom
- Tel: +44 208 255 4000

## Bombardier Challenger 650



### Milcham Aviation

Price: Please Email

Year: 2019

S/N: 61XX

Reg: N-TBD

TAF: 00

Location: USA

Tel: +1 (305) 452 62610  
E-mail: sales@milcham.lu

BRAND NEW BOMBARDIER CHALLENGER 650 DELIVERY MIDDLE 2019. FRACTIONAL OWNERSHIP 1/4 AT 8.900.000,00 USD. FULL OPERATION INCLUDED. UNDER PUBLIC TRANSPORTATION COMPANY. ANNUAL OPERATION FEES 900.000,00 USD PER YEAR OR 77.000,00 PER MONTH, 200 HOURS FLIGHT ON BOARD INCLUDED (crew, expenses, fuel, taxes, catering, maintenance, landings fees ect....). DEPRECIATION 4% PER YEAR. POSITIONING 2 HOURS FREE AROUND HOME BASE. FLEET RENEVAL EVERY 4 YEARS. NO ADDITIONAL CHARGE. PRICE PER HOUR ON BOARD 6.200.00 USD ALL INCLUDED ( OPERATION DEPRECIATION .....)  
**TRADES CONSIDERED. CONTACT US FOR MORE INFORMATIONS**

## Bombardier Challenger 350



### Milcham Aviation

Price: Please Email

Year: 2019

S/N: 207XX

Reg: TBD

TAF: 00

Location: USA

Tel: +1 (305) 452 62610  
E-mail: sales@milcham.lu

BRAND NEW BOMBARDIER CHALLENGER 350 DELIVERY MIDDLE 2019. FRACTIONAL OWNERSHIP 1/6 AT 3.990.000,00 USD. FULL OPERATION INCLUDED. UNDER PUBLIC TRANSPORTATION COMPANY. ANNUAL OPERATION FEES 550.000,00 USD PER YEAR OR 46.000,00 PER MONTH, 125 HOURS FLIGHT ON BOARD INCLUDED (crew, expenses, fuel, taxes, catering, maintenance, landings fees ect....). DEPRECIATION 4% PER YEAR. POSITIONING 2 HOURS FREE AROUND HOME BASE. FLEET RENEVAL EVERY 4 YEARS. NO ADDITIONAL CHARGE. **TRADES CONSIDERED**  
CONTACT US FOR MORE INFORMATIONS

## Gulfstream G550



### JetSolution Aviation Group

Price: Make Offer

Year: 2011

S/N: 5313

Reg: N888VS

TAF: 3,533.6

Location: USA & Canada

Tel: +852 358 585 73  
E-mail: matthew.ng@jetsolution.com

Certified 14-seater configuration with aft galley and forward crew compartment. Engines on Rolls-Royce CorporateCare program. Avionics on HAP. Honeywell MCS-7000 SATCOM. AirCell Iridium satellite telephone system. TCAS 7.1 (Traffic Collision Avoidance System). ADS-B Out (Automatic Dependent Surveillance-Broadcast). FANS 1/A (Future Air Navigation System). CPDLC (Controller Pilot Data Link Communications). Fresh 96-month inspection accomplished. Viewing in California, USA. US FAR Part 135 compliant with higher technical specification

## Cessna Citation XLS



### Bhawna Kapoor

Price: Make Offer

Year: -

S/N: 5368

Reg: VT-CSP

TAF: 3797:27

Location: India

Tel: +91 8527196600  
E-mail: bhawna.kapoor@imperialholding.in

Low Hours Cessna Citation 560XL with Good Exterior and Interior Finishing under the Corporate Category Aircraft. Spacious, 8 - Passenger Interior. Lavatory : Solid privacy door. Eng: Pratt & Whitney Canada 545A. PCE-DB0757 (LH), PCE-DB0754 (RH). APU Honeywell RE100XL P/N: 3800722-1 S/n: 432. APU Cycles: 6919 APU HRS: 3678:54. Avionics: ADF ( Honeywell DF-850 Dual)- At the time of manufacturer ( 2004). ILS (Honeywell RNZ-850 Dual)- At the time of manufacturer ( 2004). Glide Path Receiver (Honeywell RNZ-850 Dual)- At the time of manufacturer ( 2004)Int: VIP Configuration. Ext: Complete Exterior Painted on 12-27-2012. Remarks: Op specs and international or domestic restrictions: RVSM, PBN-RNAV 1, 2, 5 & 10

## Cessna Citation Bravo



### Boris Peev

Price: \$734,500 No VAT

Year: 2002

S/N: 550-1007

Reg: LZ BPP

TAF: 3533.8

Location: Bulgaria

Tel: +359 888 211 134  
E-mail: office@aviobravo.com

EU Registration. ENG1-PW 530A, 3533.8 H. ENG2-PW 530A, 3533.8 H. RVSM: Factory Standard. No damage history. Complete records and all log books. Special AOC Package: Commercially registered and operated in European AOC. This aircraft is in excellent condition. Aircraft's current location - LBSF. Avionics: Honeywell Primus 1000 Integrated Avionics System 3 - Tube EFIS. COMMUNICATION: Dual Bendix/King KY196B Comm. VHF NAVIGATION: Dual Bendix/King KN53 Nav Receiver. Interior: Standard Citation Bravo (7 + 2 + 1 Belted Lavatory). Center Club, two Aft Forward-facing Seats, rear Facing Seat across from Galley including Belted Lavatory. **Price Reduced**

## Gulfstream G550



## The Ritchie Group

Price:	Make Offer
Year:	2004
S/N:	5057
Reg:	TBD
TTAF:	9380.1
Location:	USA & Canada

Tel: +1 (314) 409-4791

E-mail: [sales@jet-transactions.com](mailto:sales@jet-transactions.com)

New Soft Goods and Paint in the Works at West Star Aviation.  
ACT NOW to Pick Your Colors! 2020 Compliant!  
ASC 105C – ADS-B V2 and DO-260B  
ASC 84D – Enhanced Navigation  
Universal Aft Galley w/Crew Compartment Seating Up to 14  
Passengers, with Berthing for 6  
Enrolled on Rolls Royce Corporate Care®  
Triple Honeywell FMS with WAAS/LPV  
Gulfstream Enhanced Vision System

[www.jet-transactions.com](http://www.jet-transactions.com)

## Cessna Citation Excel



## Tansel Firat

Price:	\$3,750,000 No VAT
Year:	1999
S/N:	5051
Reg:	TC-TMO
TTAF:	-
Location:	Turkey

Tel: +90 532 264 7038

E-mail: [t.firat@bergiz.com.tr](mailto:t.firat@bergiz.com.tr)

Left Engine: 6536 Hours / 4520 Cycles. Right Engine: 6036 Hours / 4168 Cycles. Total Landing: 4526. Honeywell Primus 1000 Integrated Avionics System and Autopilot – EFIS. Garmin ADS-B Out Upgrade has been done with Chartview (2 extra GTN 750 Screens added to existing 3 Tubes). Ext: Snow White Color with Red Stripes. Int: Seating for nine passengers in a center club configuration with six passenger seats and a forward side-facing two place couch. Recently: Beside the Scheduled Maintenance Works, ADS-B Out Compliance Modifications with Garmin Systems Parts, Windshield Replaced, SB applied to Standby HSI (Replaced with the newer model), Anti-corrosion Painting has been completed.

## Bombardier Global 6000



## Benjamin Perie

Price:	\$43,500,000
Year:	2018
S/N:	9829
Reg:	9H-YLG
TTAF:	69
Location:	France

Tel: +41 (0) 79 308 1003

E-mail: [bp@hbjc.ch](mailto:bp@hbjc.ch)

Delivery: April 2019. Capacity: 13 passengers. 2020 Compliant. KA-Band High Speed Internet. Airframe: Certification: EU OPS EASA. TSN: 69:17 hours. Engines: Rolls-Royce BR710 A2-20 Turbofans. Program: Enrollable. APU: Honeywell RE 220. TSN: 91. CSN: 119.

## Bombardier Challenger 605



## Exclusive Aircraft

Price:	Please Email
Year:	2008
S/N:	5722
Reg:	SX-SHC
TTAF:	3820
Location:	UK

Tel: +44 (0)207 183 7988

E-mail: [info@exclusiveaircraft.co.uk](mailto:info@exclusiveaircraft.co.uk)

12 seats are belted for take-off. DVD / CD / SATPHONE. SWIFT64 WiFi. OVEN / MICROWAVE / ESPRESSO MACHINE. FDR Fitted. Aircraft on Smart Parts and the APU is on MSP Engines are on GE OnPoint. Privately owned and operated. EASA Certified. Low Hours 3,820. 2020 upgrades are being fitted right now and aircraft will release to service in the next few days. Here are some of the major items being upgraded during this maintenance: ADS-B OUT V2. PROLINE 21 ADVANCED. FANS 1A+. LINK2000 upgrades. Navigation Performance (RNP). Runway Awareness and Advisory System (RAAS). Dual Channel Iridium Comm

## Beechcraft Premier 1A



## ICS Aero

Price:	\$1,695,000
Year:	2008
S/N:	RB-235
Reg:	T7-UTS
TTAF:	4862
Location:	Ukraine

Tel: +380 986939840

E-mail: [tamara.ruda@ics-aero.com](mailto:tamara.ruda@ics-aero.com)

One owner since new. EASA compliant. Fresh A&B, HSI. Single-point refueling. Engines on TAP Elite. TCAS II v.7.1, EFIS, DUAL TDR94D. Eng: Williams FJ-44-2A enrolled on TAP ELITE. Avionics: Enrolled on CASP. Attitude and Heading Reference System. Collins AHC-3000 ADC-3000. Standby altimeter (analog) - 1. EGPWS Honeywell Mark V. Autopilot type - Flight Guidance Computer FGC-3000. Navigation system - GPS-4000A. Dual Primary Flight Display. Standby attitude indicator. Dual Transponder: TDR-94D. Int: Six (6) Executive Passenger Seating, Forward Cabin Four Place Club Seats, Two Forward Facing Single, Dual Executive Tables at Forward Club Seats. Ext: Matterhorn white with deep red and gold accents.

## Hawker Beechcraft 800XP



### Mohamed Awad

Price: USD \$1,650,000  
Year: 2005  
S/N: 258719  
Reg: VP-BCW  
TTAF: 3,136  
Location: UK

Tel: +966 504 661 203  
E-mail: mawad@ab.com.sa

JAL is proudly presenting this 2005 production Hawker 800XP Equipped with the Collins Pro Line 21 avionics suite, featuring Autopilot System, FMS,...

Entered the service on AUG 2005, since ever operating under SupportPlus (Pro Part/Pro Tech) / MSP Program together with CAMP maintenance tracking ...

**Price Reduced**

## Gulfstream G280



### AMC Aviation

Price: Please Email  
Year: 2013  
S/N: 2016  
Reg: SP-MBW  
TTAF: 2150  
Location: Poland

Tel: +48 503 077 212  
E-mail: jarek.pierzchala@amcaviation.eu

MAJOR PRICE REDUCTION! NOW ASKING \$12,2M! AMC Aviation is offering a meticulously maintained Gulfstream G280 aircraft for an immediate sale. For our EASA clients, we offer an investment package including charter sales. The aircraft currently operates under AMC Aviation's AOC certificate which guarantees a smooth and no-ground-time ownership transition. AMC Aviation has been operating in the charter market for a number of years. We have a proven track record of successful charter sales of Gulfstream G280 aircraft including this particular unit. The aircraft has been recently upgraded to ADS-B OUT. AMC Aviation will assist in the export process to the U.S. Financing options available!

## Diamond DA-40



### Charles Henry

Price: Please Call  
Year: 2006  
S/N: D4.252  
Reg: G-OCCU  
TTAF: 3271  
Location: UK

Tel: +44 (0)792 289 3199  
E-mail: charles.henry@btinternet.com

New Engine only 97 hours. G1000 Glass Cockpit. Time Lived and Component changes with full 200hour Schedule carried out September 2019 to bring Aircraft to super condition. Maintained by London Elstree Aviation. KAP140 Autopilot. Full IFR instrumentation. Airframe: High Gloss Multi Layer Paint with A-Glaze protection. Eng: New 2.0L Engine with latest style FADEC fitted in 2018. APU: Yes. Avionics: KN63 DME Becker 3500ADF 2xGarmin GIA63 Garmin GTX33 Mode S Transponder Honeywell Autopilot KAP140. Int: Leather with Fabric Inlays. Ext: Overall White with Cheat Lines. Remarks: Specifications are subject to change and to verification by the purchaser. No warranty given or implied, but independent survey by buyer welcomed

## Aero Commander 690



### Marcos Martinez-Fernandez

Price: Please Email  
Year: 1974  
S/N: 11121  
Reg: SE-LZU  
TTAF: 7732  
Location: Netherlands

Tel: +34 (0) 686 049 433  
E-mail: m.martinez@aerodata-surveys.com

Dash 10 Supreme commander conversion. New Dual EFIS Cockpit Configuration. 21 Inch high speed camera port with newly coated optical glass. Long range slipper tanks. Full EASA compliant. Full survey equipment certifications. Maintained under CAMO+ part 145 "Twin Commander Service Center". Eng: Honeywell TPE 331-10T Bendix FCU. APU: Stec fully DIGITAL 2100 Autopilot. Avionics: Dual G600 configuration - Display unit GDU 620 / AHRS / ADC / Magnetometer GMU44 / OAT Sensor GTP59 GTN650 (WAAS). Int: Blue fabric seating. Blue carpeting. Ext: White with Blue Markings - Painted 2014. Additional Equipment: 21 inch camera hatch with demister and electric high speed door

## Aero Commander 690



### Marcos Martinez-Fernandez

Price: Please Email  
Year: 1978  
S/N: 11482  
Reg: PH-FMI  
TTAF: 10008  
Location: Netherlands

Tel: +34 (0) 686 049 433  
E-mail: m.martinez@aerodata-surveys.com

Recent OH engines & props. Fresh LDG gear OH. 19 Inch high speed camera port with coated optical glass. Collins Autopilot. Full EASA compliant. Full EASA survey equipment certifications. Maintained under CAMO+ part 145. Eng: Honeywell TPE 331-5-251k Bendix FCU 5400 hr TBO. APU: Collins AP106 with FD112V. Avionics: Garmin GNS530 Bendix King KX165A. Garmin GTX330 XPDR. King ADF KR87. GMA340 Garmin Audio Panel. GTX330 XPDR. Int: STD seating black synth leather. Ext: White with Blue /green Markings. Additional Equipment: 21 inch camera hatch with coated RYN-B glass plate. 80 amps several power outlets 28V for CAM PWR. Full prop / engine and airframe de-icing. Heavy duty Cleveland wheels and brakes

## Bombardier Learjet 36A



## Leonard Hudson Drilling

Tel: +1 (806) 662 5823

Email: ronfernuik@hotmail.com

Price: Offer/Trade

Year: 1977

S/N: 36A-030

Reg: N160GC

TTAF: 15,600

Location: USA

Learjet 36A, Long range capability, as configured 2,400 nautical miles. Can be upgraded to 2,600 mile range. Recent paint and interior, RVSM.

Competitively priced at US \$1,375,000, may take trade on a King Air or a helicopter

Would consider trade for KingAir 200/300

## BELL 412EMS



## Leonard Hudson Drilling

Tel: +1 (806) 662 5823

Email: ronfernuik@hotmail.com

Price: Offer

Year: 1981

S/N: 33017

Reg: N554AL

TTAF: 15265

Location: USA

Full EMS Medical 4 patient and 4 attendant interior. Recent 'no expense spared' airframe refurbishment at Acro Helipro within the last 100 hours. Both engines are fresh Pratt and Whitney overhauled. Immediate delivery, Meticulous records. Current with medical interior and 13 passenger utility interior are included, aircraft is 'turn-key' will provide Fresh annual /Export C of A

## BELL 212 (Five Available)



## Leonard Hudson Drilling

Tel: +1 (806) 662 5823

Email: ronfernuik@hotmail.com

Price: Please Call

Year: 1991-1996

S/N: Call for details

Reg: Call for details

TTAF: Call for details

Location: USA

Five, Late Model, Bell 212s In 'Off Shore'.

Available for immediate use.

Asking \$3.1M to \$3.6M USD.

Serial numbers: 35034, 35048, 35060, 35088 and 35096

## Aero L-39C Albatros



## Ilia Palamodov

Tel: +33 (0)614 487 585

E-mail: aeroconcept1@free.fr

Price: \$159,000 No VAT

Year: 1980

S/N: 0316XX

Reg: -

TTAF: 2326

Location: France

Healthy operational aircraft, no problems or accidents. Complete original papers and logs, full traceability. Professionally maintained incl. engine test-runs ( cold!), engine vibration system controls, W&B etc. etc. Shipment worldwide. Eng: TT 1844 SMOH 347. APU: Tcy 2679 SMOH 1471. Avionics: GNS430/530, Mode C. Remarks: Hot seats activation & updates, fresh annual on request.

## Alberth Air Parts

+1 832 934 0055

## Spare Parts

•BUY •SELL •TRADE

CESSNA LEARJET HAWKER  
WESTWIND FALCON GULFSTREAM  
[www.alberthaviation.com](http://www.alberthaviation.com)

Fax: +1 832 934 0011

## Par Avion Ltd

FALCONS • HAWKERS • LEARS

[www.paravionltd.com](http://www.paravionltd.com)

SALES • ACQUISITIONS • CONSULTING

# The **BEST** Aircraft For Sale Search



anywhere,  
everywhere  
on pc, smartphone  
and tablet

[www.AVBUYER.com](http://www.AVBUYER.com)



Models ranging  
15,000 to 280,000 lbs.

- **Electric** • **Towbarless** • **Certified**
- **Universal** • **Easy to Use**
- **Simple to Maintain** • **Rugged**

[www.LEKTRO.com](http://www.LEKTRO.com)

1-800-535-8767 1-503-861-2288  
sales@lektro.com

## Advertiser's Index

1st Source Bank.....63	ElliottJets .....51	Lone Mountain Aircraft.....57
AeroBuyNow .....58 - 59	Engine Assurance Program.....101	Mesotis Jets .....126
Air Commander.....130	Flying Group UAE.....127	NAFA.....96
Aircraft BlueBook .....132	Freestream Aircraft .....13	OGARAJETS.....36 - 37
Aircraft Finance Corporation .....11	FROG Flugservice GmbH .....124 - 125	Par Avion.....46 - 47
American Kodiak.....115	General Aviation Services.....83	Pratt & Whitney.....93
Aradian Aviation.....117	Global Jet Capital.....105	Singapore Airshow.....120
Avjet Global .....24 - 25	Global Jet Monaco.....5 - 10	Sky Aviation Holdings.....67
Avpro .....14 - 17	Hatt & Associates.....27	Sky Service Private Aviation.....128
Bloom Business Jets .....91	Isle of Man Aircraft Registry.....66	Sky World Aviation.....90
Boutsen Aviation.....113	JetBrokers .....31	Southern Cross Aircraft .....97
Central Business Jets.....139	Jetcraft Corporation .....20 - 21, 140	SmartSky Networks .....109
Conklin & de Decker.....82	Jeteffect .....52 - 53	Sparfell & Partners .....42 - 43
Corporate Concepts.....49, 71	JetHQ.....28 - 29	Textron Aviation Pre-Owned .....75
Dassault Falcon Pre-Owned. ....1, 2 - 3,	Jet Sense Aviation .....129	The Jet Business.....32 - 33
Donath Aircraft Services.....65	JSSI (Jet Support Services) .....78 - 81	The Private Jet Company.....55
Duncan Aviation.....40 - 41	Leading Edge Aviation Solutions.....87	Vienna Jets .....131
Eagle Aviation.....25	Lektro .....137	Wright Brothers Aircraft Title .....111

Copy date for the January 2020 Issue - Wednesday 11 December 2019

## PROUD MEMBERS OF

British Business & General Aviation Assoc. • British Helicopter Assoc. • European Business Aviation Assoc. • International Aircraft Dealers Assoc. • National Aircraft Finance Assoc. • National Business Aviation Assoc.



AvBuyer (USPS 014-911), Dec 2019, Vol 23 Issue No 12 is published monthly by AvBuyer Ltd, 1210 West 11th Street, Wichita, KS 67203-3517 and has a targeted circulation to decision makers within business and corporate aviation throughout the world. It is also available on Annual Subscription @ UK £40 and USA \$65. POSTMASTER: Send address changes to: AvBuyer Magazine 1210 West 11th Street, Wichita, KS 67203-3517. Postage is paid at Wichita, KS and additional mailing offices © Copyright of AvBuyer Ltd. Every effort is made to ensure the accuracy of material published in AvBuyer Magazine. However, the publishers cannot accept responsibility for claims made by manufacturers, advertisers or contributors. The views expressed are not necessarily those of the Editor or the publishers. Although all reasonable care is taken of all material, photographs, CD & DVDs submitted, the publishers cannot accept any responsibility for damage or loss. All rights reserved. No part of AvBuyer Magazine - Advertising, Design or Editorial - may be reproduced, stored in a retrieval system, or transmitted in any other form, or by any other means, electronic, mechanical, photographic, recording or otherwise, without prior written permission of the publishers.

# Aircraft For Sale

• AIRCRAFT • HELICOPTERS

AIRCRAFT	PAGE	AIRCRAFT	PAGE	AIRCRAFT	PAGE	AIRCRAFT	PAGE
<b>AERO</b>		<b>CESSNA</b>		<b>DIAMOND</b>		<b>800XP</b> ..... 16, 31, 36, 41, ..... 43, 55, 97, 117, 135	
L-39C Albatros . 136		<b>Citation</b>		DA-40 ..... 41		<b>800XPi</b> ..... 140	
<b>AIRBUS</b>		III ..... 31		<b>DORNIER</b>		<b>850XP</b> ..... 57	
ACJ 318 ..... 33		V ..... 31, 46		328-310 ..... 135		<b>850XPi</b> ..... 16, 21,	
A318 Elite ..... 5		X ..... 17, 23, 53		<b>EMBRAER</b>		<b>900XP</b> ..... 21, 117,	
ACJ319 ..... 42		X + ..... 21		Legacy 500 .... 15, 21, 32, 41, 140		<b>4000</b> ..... 55,	
A319CJ ..... 113		XLS ..... 17, 36, 133		Legacy 600 .... 21, 41, 43		<b>HONDA</b>	
A319 VIP ..... 5		XLS+ ..... 46, 53		Legacy 650 .... 31		Jet ..... 51, 59	
A380-800 ..... 42		CJ1 ..... 124, 125		Lineage 1000 .. 5, 42, 127		<b>IAI</b>	
<b>BAE</b>		CJ2 ..... 21, 126, 140		Lineage 1000E . 113, 139		Astra 1125SP .. 139	
AVRO RJ70 ..... 113		CJ2+ ..... 130		Phenom 100 ... 36, 59		<b>NEXTANT</b>	
<b>BOEING/MCDONNELL DOUGLAS</b>		CJ3 ..... 31, 46, 55		Phenom 100E... 36		400XTi ..... 87	
BBJ ..... 13, 33		CJ4 ..... 21, 97		Phenom 100EV. 36		<b>PILATUS</b>	
BBJ2 ..... 5		Bravo ..... 41, 129, 133		Phenom 300 ... 5, 57		PC-12 ..... 21, 55	
737-200 ..... 49		Encore ..... 53, 139		170-200 STD ... 90		<b>PIPER</b>	
737-300 VIP... 71		Excel ..... 36, 51, 134		<b>GULFSTREAM</b>		Cheyenne IIIA... 31	
757 ..... 25		Excel 560XL ... 97		IV ..... 67		Seneca V ..... 23	
787-9 ..... 21, 140		Grand CaravanEX .21		IVSP ..... 52, 55, 117		<b>ROCKWELL</b>	
<b>BOMBARDIER</b>		Jet ..... 23, 36, 124, 125		V ..... 14, 49, 83, 117		Commander 690. . 135	
Global 5000... 20, 21, 29, 43, 113,		M2 ..... 57		150 ..... 25, 52		<b>SIERRA INDUSTRIES</b>	
Global 5500... 140		Mustang ..... 40		200 ..... 14, 40		FJ44 Eagle II 501SP. . 59	
Global 6000... 5, 21, 25, 40, 43,		Sovereign ..... 17, 29, 140		280 ..... 27, 28, 36, 87, 135,			
Global Express . 20, 29, 32		206H ..... 31		..... 139			
Global Express XRS. 14, 21, 32, 113,		340A RAN VI ... 23		350 ..... 14			
Challenger		500 ..... 31		450 ..... 5, 9, 14, 25, 52, 65,			
300 ..... 5, 10, 15, 20, 36, 51,		525C ..... 128		..... 87, 117			
..... 83, 87		T182T ..... 23		500 ..... 87			
350 ..... 15, 21, 32, 133, 140		T206H ..... 23, 31		550 ..... 13, 14, 21, 25, 36,			
600 ..... 31		<b>CIRRUS</b>		..... 42, 87, 97, 113, 117,			
604 ..... 15, 53		SF50 Vision .... 57		..... 134, 140			
605 ..... 20, 21, 25, 83, 97,		SR22T ..... 23		650 ..... 14, 140			
..... 134, 140		<b>DAHER SOCATA</b>		650ER ..... 13, 24, 52			
650 ..... 21, 53, 133, 140		TBM700A ..... 113		<b>HAWKER BEECHCRAFT</b>			
850 ..... 5, 20		TBM930 ..... 51		King Air			
<b>Learjet</b>		<b>DASSAULT FALCON</b>		250 ..... 53			
31A ..... 31		7X ..... 2, 5, 6, 7, 13, 15, 21,		200XPR ..... 31			
35A ..... 31		..... 33, 40, 139, 140		350 ..... 27, 53, 117			
36A ..... 136		8X ..... 15, 113		350i ..... 28, 87			
40XR ..... 31, 51, 53		20F-5BR ..... 31, 51		A100 ..... 31			
45 ..... 17, 59, 97		50 ..... 16, 31, 113, 139		B200 ..... 23, 59, 117			
45XR ..... 17, 27, 28, 97		50-4 ..... 49		C90 ..... 31			
55 ..... 31		50EX ..... 3, 16		C90GTi ..... 117			
60 ..... 16, 21, 41, 83, 126		900DX EASy ... 5, 8		C90B ..... 21, 23, 28, 31			
60SE ..... 51, 83, 139		900EX ..... 16		<b>Beechcraft</b>			
60XR ..... 29, 140		900EX EASy ... 16, 33, 41, 52		Premier I ..... 21, 97, 140			
75 ..... 16, 28		900LX ..... 140		Premier IA ..... 113, 117, 134,			
		2000 ..... 2, 15, 52		<b>Hawker</b>			
		2000EX ..... 29		400A ..... 31			
		2000EX EASy II. . 27, 139		400XP ..... 28, 31			
		2000LX ..... 65		800A ..... 31			
		2000LXS ..... 3					

The best aircraft for sale search  
anywhere, everywhere - on pc, smartphone and tablet

AvBUYER

Copy date for the January 2020 Issue - Wednesday 11 December 2019

## GENERAL OFFICES

MINNEAPOLIS / ST. PAUL

TEL: (952) 894-8559

FAX: (952) 894-8569

EMAIL: INFO@CBJETS.COM

## MEXICO OFFICE

TEL: 52.55.5211.1505

CELL: 52.55.3901.1055

E-MAIL: ENRIQUE@CBJETS.COM



# CENTRAL BUSINESS JETS, INC.

THE KNOWLEDGE TO EDUCATE.  
THE EXPERIENCE TO DELIVER.



### 2015 Falcon 7X SN267

8X Replacement makes this Aircraft Available Now, Will Deliver with United States C of A, Will Deliver with New Paint and Interior, Heads Up Display / Enhanced Vision / Synthetic Vision / Etc / Etc / Etc...



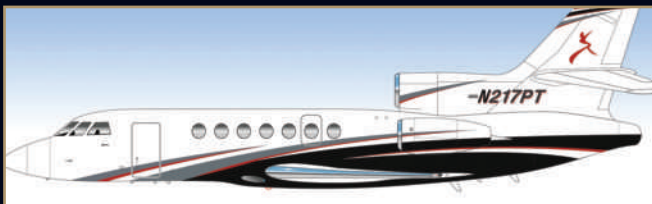
### 2014 Gulfstream G280 SN2039

Single owner since new, Enrolled in all Programs (Honeywell MSP Gold & Gulfstream Planeparts), 1,628 Hours, 502 Landings, 4 Year Heavy Check completed at Gulfstream Appleton, FANS/CPDLC, ADS-B, WAAS/LPV, Well maintained, 9 place interior



### 2005 Lear 60SE SN282

Artex 406 ELT w/ Nav Interface, WX 1000E Stormscope, Lightning Detection System, Ice Detection System, Extended baggage space, WAAS/LPV, Collins ADS-B Out



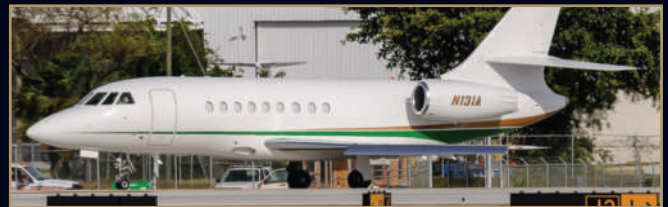
### Falcon 50 SN163

MSP Gold on Engines, Enrolled on CASP Avionics Program, New Exterior Paint August 2018 at WestStar, New Carpet and seat conditioning September 2018



### Embraer Lineage 1000E SN190-00611

Only 1075 Hours and 450 Cycles Since New; Preferred 19 Passenger Interior, World Wide Ready, Transferrable Warranty and Maintenance Programs



### 2004 Falcon 2000EX Easy II SN040

ESP Gold on Engines, WAAS/LPV, ADS-B Out, CPDLC-FANS/1A, Increased Max Take Off Weight



### Citation Encore SN646

Cessna Power Advantage on airframe and Engines, Props, CESSCOM, No damage history



### Astra 1125SP SN048

Exceptional Pedigree, Airshow 410, Extension Fuel Tanks, External Lav Service, Increased Gross Weight Mod, AirCellIST3100 Iridium Radio Telephone

[www.cbjets.com](http://www.cbjets.com)

**ALSO AVAILABLE:** Falcon 900EXy SN238 (Lease Only)



# The smoothest connection to your next aircraft.

A passionate team of aviation experts, our strategic approach and action-oriented thinking have made us the global leader for aircraft sales and ownership services. With our worldwide network and inventory, industry connections and regional presence, we are the difference between getting an aircraft... and getting *your* aircraft.



**2016 BOMBARDIER  
CHALLENGER 650** S/N 6075

- 1,159 Hours; 444 Landings
- FANS 1/A Compliant
- Swift Broadband



**2014 CESSNA CITATION  
SOVEREIGN+** S/N 680-0531

- 2,242 Hours; 2,505 Landings
- Fully Enrolled on Programs
- Nine (9) Passenger Interior



**2009 BOMBARDIER  
GLOBAL XRS**  
S/N 9239

- 5,270 Hours; 1,811 Landings
- Fully Programmed (Airframe, Engines, APU)
- Honeywell Batch 3.3 Avionics Upgrade



**2014 DASSAULT  
FALCON 900LX** S/N 276

- 1,905 Hours; 911 Landings
- Fully Enrolled on Programs
- 2020 Compliant ADS-B Out, FANS 1/A



**2018 BOMBARDIER  
GLOBAL 6000** S/N 9800

- 276 Hours; 146 Landings
- Airframe, Engines & APU on Programs
- Hangared Since New



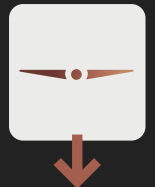
**2009 BOMBARDIER  
LEARJET 60XR** S/N 363

- 1,093.3 Hours; 1,269 Landings
- WAAS/LPV; ADS-B Out
- One Owner Since New

## ALSO AVAILABLE

2003 BEECHCRAFT PREMIER I  
1994 KING AIR C90B  
2015 BOEING 787-9  
2017 CHALLENGER 350  
2009 CHALLENGER 605  
2016 CHALLENGER 650  
2018 GLOBAL 5000  
2016 GLOBAL 6000  
2011 GLOBAL XRS  
2003 CITATION CJ2  
2014 CITATION X+  
2010 FALCON 7X  
2006 HAWKER 800XPI  
2014 G550  
2018 LEGACY 500

## DOWNLOAD OUR JETCRAFT APP



Search aircraft listings  
Sort by manufacturer  
Listing brochures  
Recent Jetcraft news  
View upcoming events